

# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain, feed and field seed handling plants.

## In This Number

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Sold Linseed Oil for Cod Liver Oil

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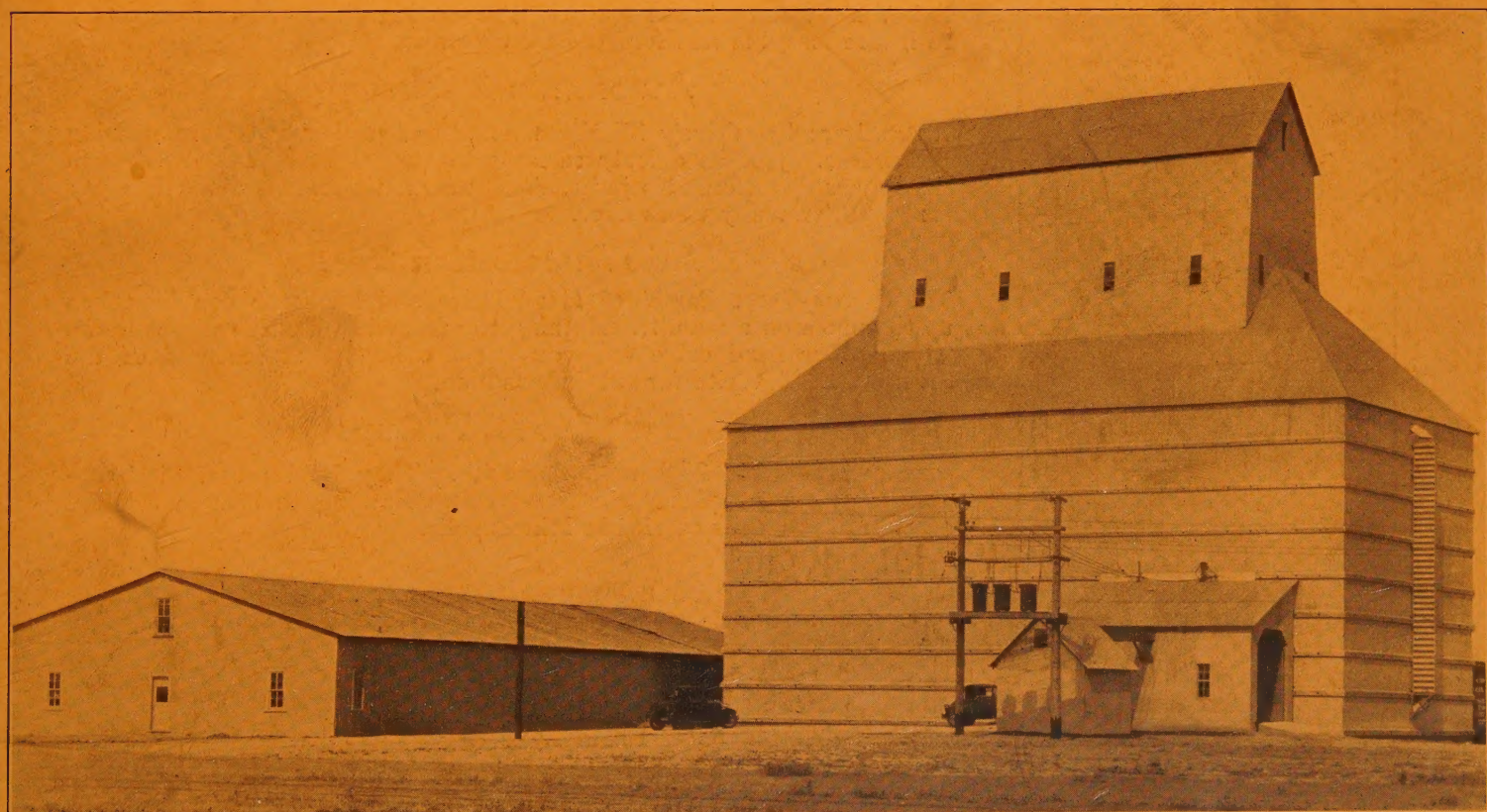
To Arrive Rule Under Consideration

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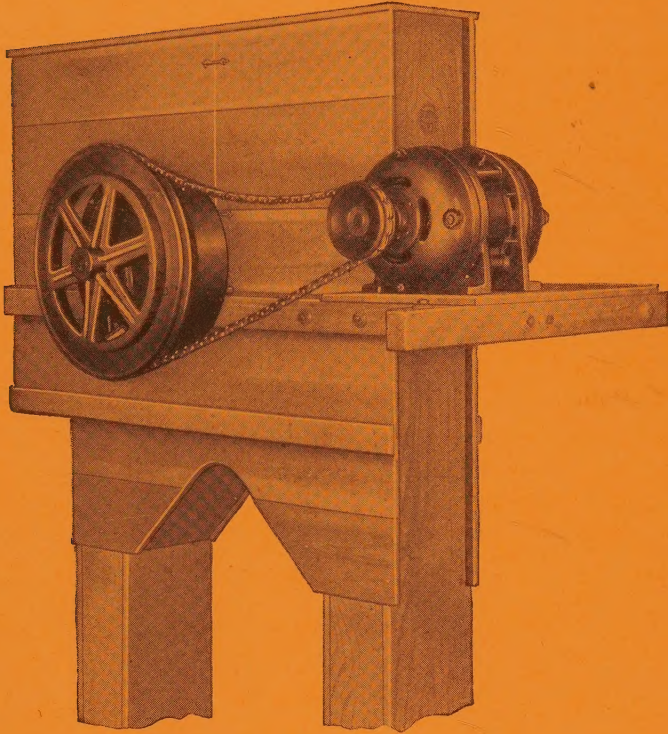
Farm Relief Law Will Not Injure Grain Dealers



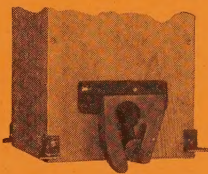
The 225,000 Bushel Elevator of the Central Grain & Elevator Co. at Amarillo, Tex.



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irons furnished.

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

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Beasley Grain Co., J. N., grain and seeds.\*  
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Kenyon Grain & Seed Co., grain, seed, feed.\*  
Panhandle Grain Corp., domestic and export grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Texas Wheat Growers Association.\*  
Uhlmann Grain Co., export wheat, private wire.\*

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Chamber of Commerce Members.

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Lederer Bros., grain receivers.\*

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Hasenwinkle-Scholer Co., corn and oats.\*

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Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John B., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.\*  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, & Harris, grain commission.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
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Holt & Co., Lowell, commission, grain and seeds.\*  
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Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

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Cleveland Grain Co., grain merchants.\*  
Curran Grain Co., commission.\*  
De Molet Grain Co., recvrs.-Shippers.\*  
Early & Daniel Co., recvrs.-Shprs., feed mfrs.\*  
Ferber Bros., Inc., grain, hay, feeds.\*  
Fitzgerald Bros. Co., recvrs.-shprs. hay-grain.\*  
Granger & Co., Dan B., hay, grain recvrs.-Shprs.\*  
Mutual Commission Co., hay and grain.\*  
Rumsey & Company, commission merchants.\*  
Scholl Grain Co., receivers and shippers.\*

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Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.\*

\*Members Grain Dealers National Association.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Decatur Grain & Elevtr. Co., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., grain merchants.\*

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Garman Grain Co., The, transit, kiln dried corn.\*

### DENVER, COLO.

Grain Exchange Members.

Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

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Board of Trade Members.

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Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton-Connell Grain Co., wholesale grain.\*  
Lockwood Grain, Inc., grain merchants.\*

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Christopher & Co., B. C., consignments & futures.\*  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

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Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Board of Trade Members.

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Enid Terminal Elevator Co., pub. storage, gr. mchts.\*  
Enid Milling Co., grain merchants, public storage.\*  
Ferguson-Shircliff Grain Co., grain merchants.\*  
Feuquay Grain Co., consignments-merchants.\*  
General Grain Co., terminal elvtr. gr. merchants.\*  
Geis-Price Elevator Co., grain and feed.\*  
Goftry Grain Co., grain merchants.\*  
Hacker Grain Co., A. R., consgmts. brokers, mchts.\*  
Henry Grain Co., John, consignments, grain merchants.\*  
Johnston, W. B., grain merchants, (terminal elevator.\*  
Pillsbury Flour Mills, milling wheat buyers.\*  
Randels, W. M., grain merchants, consignments.\*  
Robinson Grain Co., grain merchants.\*  
Southwestern Terminal Elevtr. Co., public storage.\*  
Union Equity Exchange, grain merchants.\*

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

### FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.\*

### FORT WORTH, TEX.

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Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Chalborne, H. L., mgr. J. S. Bache & Co., futures.\*  
Dorsey Grain Co., strictly brokers, consignments.\*  
Exchange Commission Co., consignments, commission.\*  
Kimball Milling Co., grain merchants, pub. storage.\*  
Mullin Grain Co., P. J., brokerage, consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith-Ingraham Grain Co., domestic, expt. consgmts.\*  
Southwest Grain & Com. Co., brokerage, consgmts.\*  
Tillery Grain & Com. Co., export, bkg. consgmts.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Uhlmann Grain Co., expt., futures, consignments.\*

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Jokusch, Julius W., grain exporter.\*  
Shaw, Thomas F., grain exporter.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

### HOUSTON, TEXAS.

Merchant Exchange Members.

American Maid Flour Mills, mfg. gr., exporters.\*  
Bache & Co., J. S., stocks, bonds, all commodities.\*  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*  
South Texas Grain Co., grain & feed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., consignments-futures.\*  
Davis Grain Co., A. C., grain commission.\*  
Davis-Hunt Grain Co., consignments, futures.\*  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lawless Grain Co., consignments.\*  
Lichtig & Co., H., kafir, millo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain merchants.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scouler-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. merchants.\*  
Uhlmann Grain Co., grain merchants.\*  
Uddike Grain Corp., consignments.\*  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*  
Ryon Grain Co., grain, beans, produce.\*

### LINCOLN, NEB.

Paul, J. M., Grain broker.\*

### LITTLE ROCK, ARK.

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Eggleston Co., brokers-handlers grain and hay.\*  
Farmer Co., E. L., brokers, grain and mill feed.\*

### LOUISVILLE, KY.

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Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.\*

### MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain merchants.\*  
Buxton, E. E., broker and commission merchant.\*

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Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. O., grain shippers.\*  
Rankin & Co., M. G., all feeds for mixing.\*

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Archer-Daniels-Midland Co., grain dept.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'cats.\*  
Scroggins Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., choice oats.\*  
Stuhr-Seidl, shippers grain and feed.\*

### NEW YORK CITY.

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.\*

### OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
General Grain Co., grain merchants.\*  
Hardeman-King Co., millers, grain dealers.\*  
Mid-State Grain Co., The, grain & feed mchts.\*  
Winters Grain Co., grain merchants.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## OMAHA, NEBR.

### Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scoular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and mill feed.\*  
Tidewater Grain Co., recvrs., shprs., exporters.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Rogers & Co., Geo. E., receivers-shippers.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

\*Members Grain Dealers National Association.

## POCATELLO, IDAHO

Northern Grain Whse. & Mktg. Co., grain merchants.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distrbr., hay, grain, seeds.\*

## SPOKANE, WASH.

Boyd-Conlee Co., specialize in soft wheats.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenborden & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

### Board of Trade Members.

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## TOLEDO, O.

### Produce Exchange Members.

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Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*

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### Board of Trade Members.

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Baker Grain Co., The A. F., wheat, corn, oats, kafir.\*  
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Blood Grain Co., specializing on mill orders-consignments.\*  
Craig Grain Co., consignments, milling wheat.  
Davis-Noland-Merrill Gr. Co., futures.  
Goffe & Carkner, Inc., consignments, futures.  
Hall-Baker Grain Co., central grain merchants.  
Jones Grain & Elevator Co., C. E., consignments.  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Simonds-Shields-Lonsdale Grain Co., gen'l gr. mchts.  
Smith-McLinden Grain Co., wh., coarse gr., mill feeds.  
Stevens-Scott Grain Co., corn, kafir, mlo.\*  
Wallingford Grain Co., field seeds, kafir, mlo.\*  
Wichita Terminal Elvtr. Co., general elvtr. business.\*

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20,000 " 96,950 " " " 48 "
20,000 " 118,950 " " " 56 "
20,000 " 118,950 " " " 60 "

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**GRAIN DEALERS JOURNAL**  
309 So. La Salle Street CHICAGO, ILL.

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Branch Office, Congress Hotel  
BROKERSStocks, Bonds, Cotton, Grain, Copper  
Sugar, Cotton Seed Oil, Provisions  
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*For Best Results Ship Your Grain and Seeds to***J. H. DOLE & COMPANY**

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**BARTLETT FRAZIER Co.** GRAIN MERCHANTS  
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CHICAGO**DOERN-SCARRITT-HANNAH CO.**Formerly POPE & ECKHARDT CO.  
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Consignment and your offers of Grain To  
Arrive will always receive close attention.*We want your business not later  
—but today*Especially Consignments  
GRAINS ALL WAYS**McKENNA & STRASSER**

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**CHICAGO GRAIN & SALVAGE CO.**

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**CIPHER CODES**We carry the following cipher codes in stock  
and can make prompt shipment.

Universal Grain Code, board cover...	\$1.50
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**GRAIN DEALERS JOURNAL**

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*We Specialize in Hedging and Spreading Operations  
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Private wire service to all leading cities in this country.

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Capacity 5,500,000 Bushels

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having read it for 20 years.—J. F. Burns,  
active manager, Davis Bros. & Potter,  
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Terminal and 12 country stations. Capacity 1,000,000 bushels

 We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.
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We Buy and Sell

**CORN and OATS**



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A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

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*Receivers shippers of all kinds of grain.*

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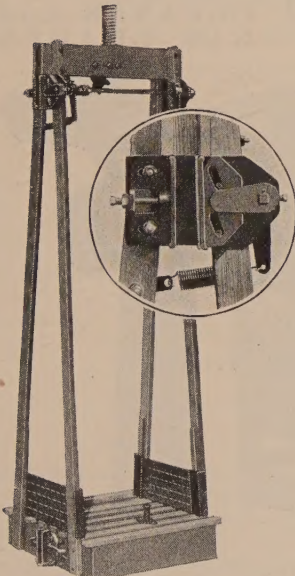
*Wholesale Grain.  
Get in touch with us.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

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### “RIDE-SAFE”



Beyl Design

is now ready to insure you. Order today before your first trip up is the last one down!

#### “RIDE-SAFE”

Tells the story in the name. Its factor of safety exceeds anything on the market.

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**\$75.00**

Less Counterweight

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You value your life many times this cost. Why risk it?

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**The  
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It is a combination of powerful leverages that enables one man to move the heaviest cars with a minimum of effort with the NEW BADGER.

Our No. 2 New Badger HEAVY DUTY model is made with an electric STEEL shoe—fully guaranteed for one year.

Every elevator should be equipped with our new HEAVY DUTY model.

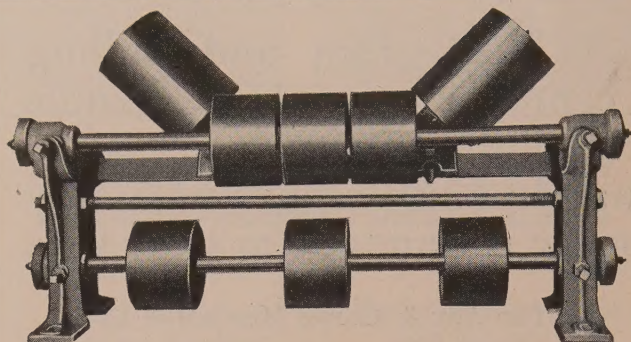
**ADVANCE CAR MOVER COMPANY, INC.**

APPLETON - WISCONSIN

## Your Message

Let the Grain Dealers Journal your message bear  
To progressive grain dealers everywhere.

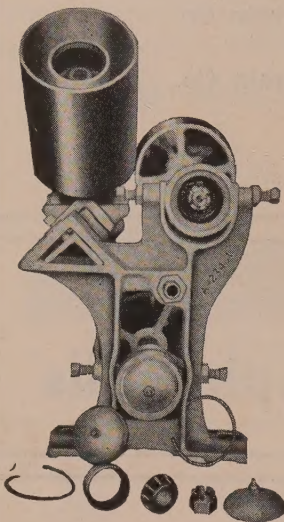




## CONVEYING EQUIPMENT

Equipped with

## TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of con-

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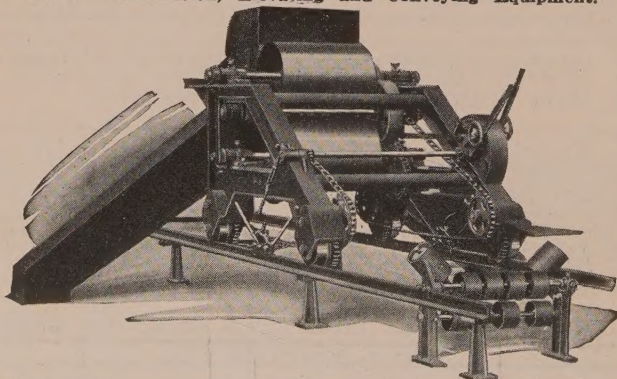
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### Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

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Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

## TEMPERATURE

has always been an important factor where grain has been stored and that is why the

### ZELNY SYSTEM

has proven its worth for registering the temperature of stored grain in the thousands of bins in which it has been installed over a period of twenty-five years.

Each year the importance of knowing the temperature of stored grain is more necessary in order that the baking and nutritive qualities may be protected, and the

### ZELNY SYSTEM

has added value at this time as it enables the mill and elevator superintendent to watch the temperature of stored grains and preserve the food and feed values, as well as to prevent the possibility of loss by heating.

The fact that bin temperatures of over 100° begin to affect the food values without affecting the visible condition of the grain, adds even greater value to the

### ZELNY SYSTEM

and it has twenty-five years behind it as a record for those who desire satisfactory evidence of practical performance.

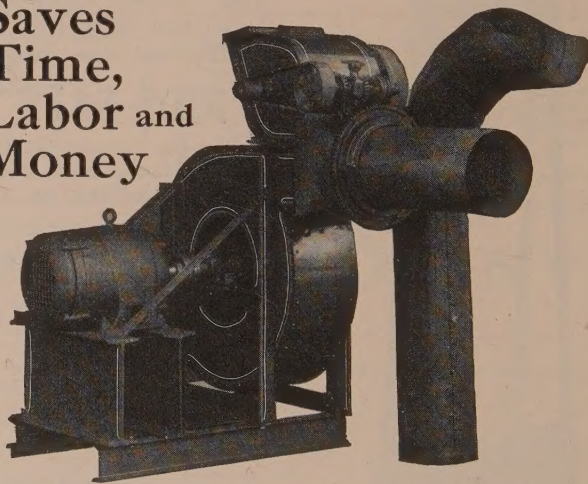
It is a pleasure for us to quote prices for the installation of the Zeleny System—yours come after it is installed.

## ZELNY THERMOMETER COMPANY

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## The KELSO Pneumatic GRAIN CLEANER and CAR LOADER

Saves  
Time,  
Labor and  
Money

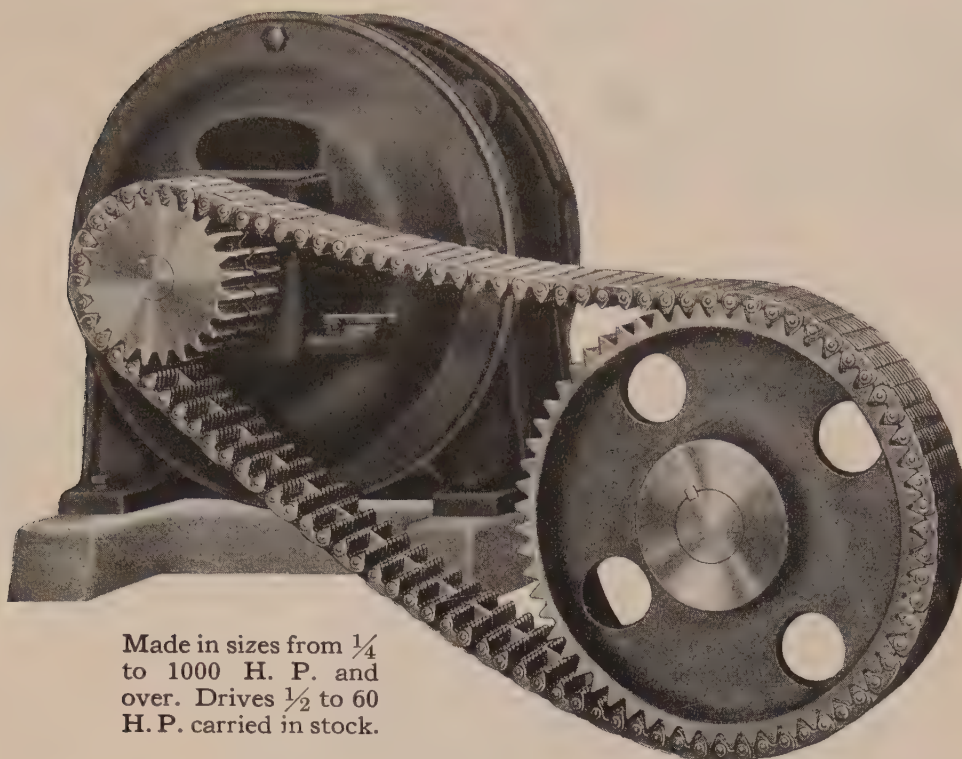


The KELSO loads and cleans the grain at one operation. This shortens the loading time and saves labor costs.

Why have a man get into a dirty, dusty car when this machine will do the work better, with a big saving in time. Automatic oscillating distributor prevents accumulation of dirt and dust in center of car. Machine will load any size car full. Equipped for either motor or belt drive. Write today for full details.

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Made in sizes from  $\frac{1}{4}$  to 1000 H. P. and over. Drives  $\frac{1}{2}$  to 60 H. P. carried in stock.

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If you are not acquainted with Link-Belt Silent Chain, have one of our experienced power transmission engineers show you its many advantages. Send for Data Book 125 and Stock List 725.

FLEXIBLE AS A BELT—  
POSITIVE AS A GEAR—



MORE EFFICIENT  
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# LINK-BELT

## SILENT CHAIN DRIVES



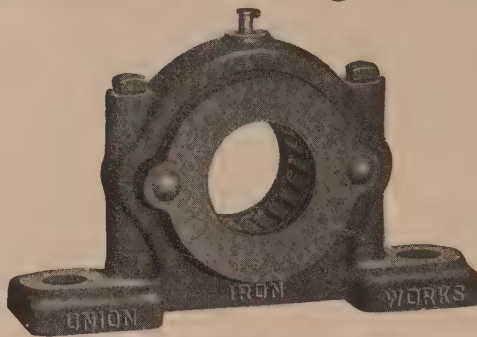
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—PILLOW BLOCK—

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DES MOINES, IOWA

J. A. KING, President

A Legal Reserve Mutual Fire Insurance Company



### NOW IS THE TIME

to make outside repairs. Loose siding should be renailed or replaced when the weather is good and before grain is placed in storage.

Many elevators are now being protected against lightning to avoid damage during the crop movement when loss of elevator would mean loss of the season's profits.

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GRAIN DEALERS FIRE INSURANCE CO.**  
LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**  
**ASK ABOUT OUR SAVING PLAN**

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is essential to the security of an insurance company.

### Selection of an Insurance Company

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*The "MILL MUTUALS" fulfill the most rigid requirements.*

Write your insurance company or this office for details.

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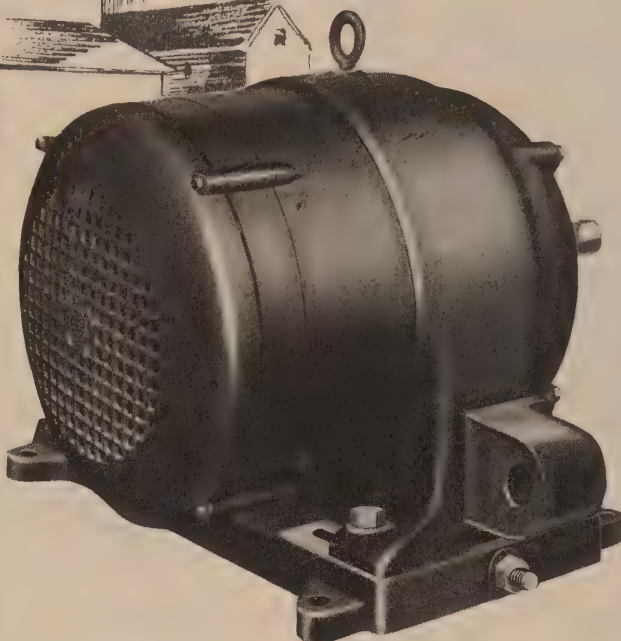
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APPROVED  
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## Without Piping

*A safe motor that  
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You can install the F-M Type "HAC" anywhere in mill or elevator like any standard open type motor—yet be fully protected from dirt and dust.

It is totally enclosed, self-ventilating and self-cleaning—a complete unit without extra breather or vent piping that is expensive to install and always in the way.

A specially designed and patented fan draws air into

the free end of the motor and expels all foreign matter. Clean air is then passed back through the ventilating spaces.

This new, exclusive feature now makes it possible for you to have *safe* "approved," ball bearing motors everywhere as easy and at no greater installation expense than standard open-type motor applications. Write for full information.

**FAIRBANKS, MORSE & CO.**

900 S. Wabash Ave., Chicago

32 branches at your service throughout the United States

# FAIRBANKS-MORSE MOTORS

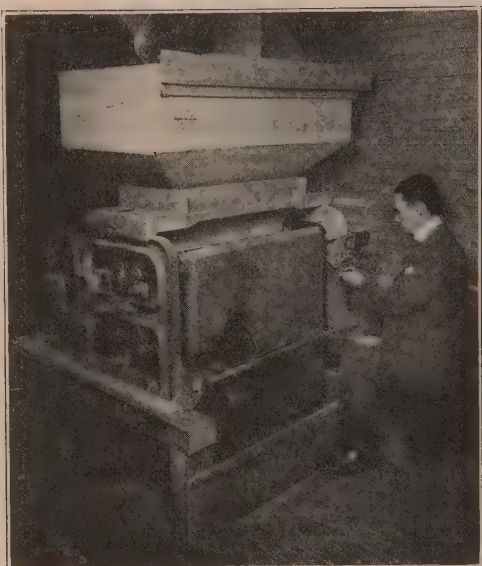
*Pioneer Manufacturers*



*of ball bearing motors*



# The RICHARDSON AUTOMATIC GRAIN SCALE is



## PROTECTIVE MONEY-SAVING TIME-SAVING

Protective because it protects your pocket from losses through shortages. Install a Richardson and you have the adequate weighing facilities required by I. C. C. regulations.

Money-Saving because it costs less to install. It requires less headroom than a hopper scale and the cupola doesn't have to be raised; and it doesn't need independent foundations to be accurate.

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It will pay to employ the RICHARDSON in your grain elevator. Write for particulars.

## RICHARDSON SCALE COMPANY

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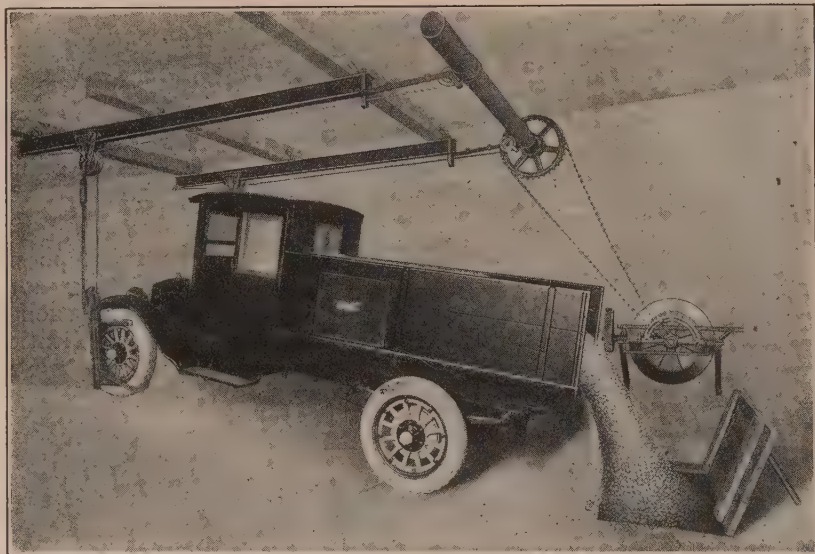
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The Superiorities of the McMillin dump are so readily apparent to the man who is in need of equipment of this kind that a short investigation will sell the most skeptical.

One User sells many others.

Its being always ready for operation either by hand or power, and dumping from the shortest wagon to the longest truck in one single dump door, as well as dumping in additional dump doors should conditions demand;—its small amount of power required;—low cost of installation;—strength and durability; as well as perfect control in both raising and lowering vehicles,—are a few of the many superior points of advantage and are features which enable us to offer the best and most simple and most economical dump at a reasonable price, both in first cost, installation cost and cost of operation.

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### Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
Box 404 South Bend, Ind.



**10,000 SHIPPERS**  
Are now using

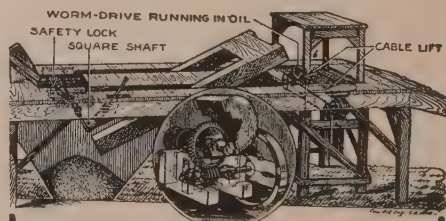
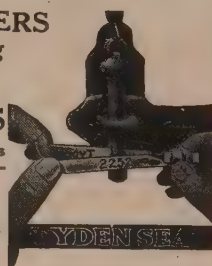
### TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**  
Write for samples and prices.

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**NEWELL CONSTR. & MACHINERY CO.**

Cedar Rapids, Iowa

Originators of the Electric Truck Dump



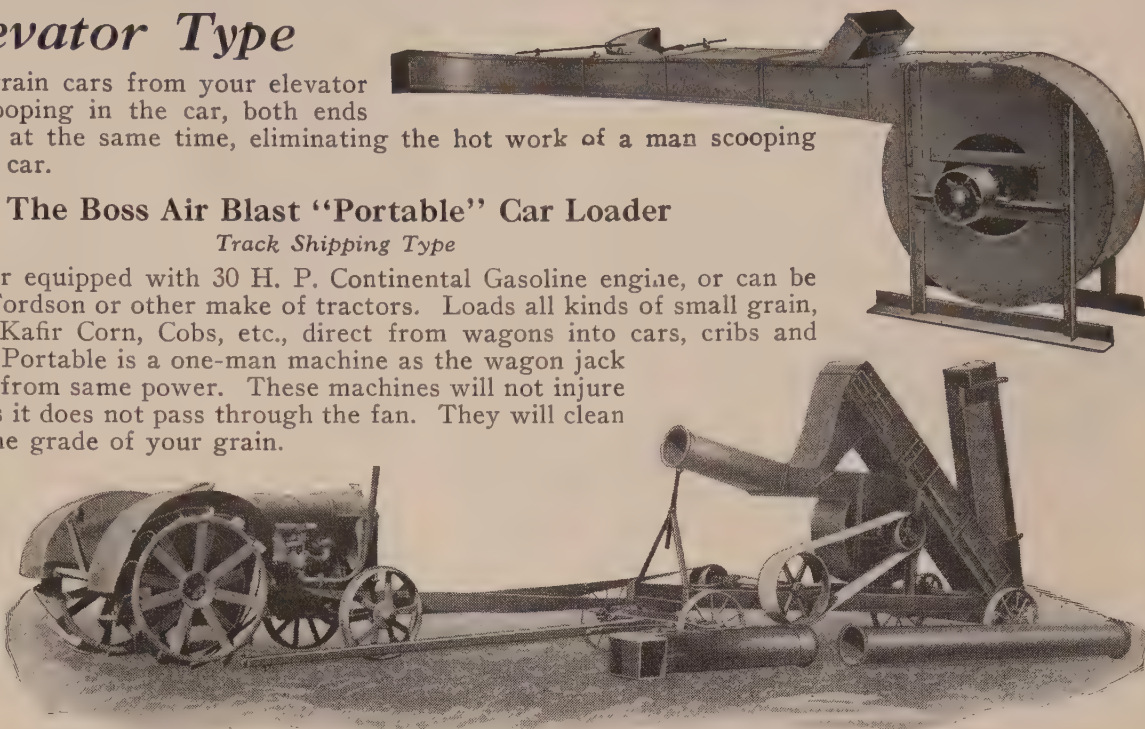
## The Boss Air Blast Car Loaders Elevator Type

Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

### The Boss Air Blast "Portable" Car Loader Track Shipping Type

This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for  
Catalog F  
and prices  
and let us  
show you  
how these  
machines will  
make you  
money.

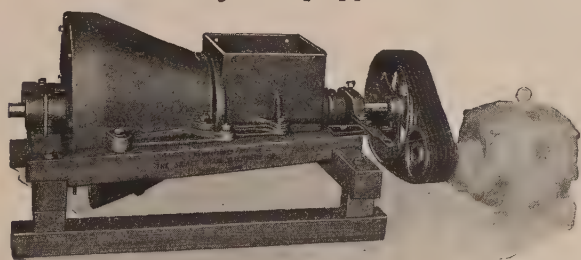


Maroa Manufacturing Co.

Maroa, Ill.

## Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

Send for descriptive literature

**The Sidney Grain Machinery Co.**  
Sidney, Ohio

Complete Equipment for Grain Elevators  
and Feed Mills

## The Genuine Humphrey Elevator

Find out about its important new features that make it better than ever. Write for full information.

**Humphrey Elevator Co.**  
900 Division St. Faribault, Minn.



*Men do more when they  
ride instead of climb*

## For European Markets

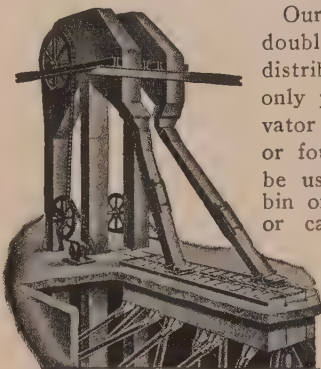
on grain, flour and feed products  
best and most reliable information is  
found in the daily

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a sample copy of which will be  
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NEW GERBER DOUBLE DISTRIBUTING SPOUT  
Sold with or without steel spout frame. Also made for single, triple and quadruple leg.

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately. Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

**Grain Elevator Equipment**

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

**James J. Gerber**

126 Sixth Ave. S.

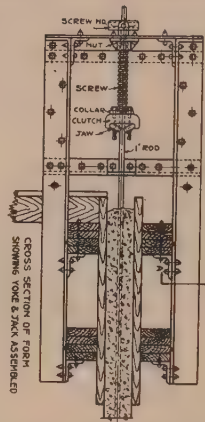
Minneapolis, Minn.

**DAY  
Dust Collectors**

have been standard equipment in better grain elevators for over forty years.

*There's a Reason***The Day Company***Dust Collecting Engineers*

3132 Snelling Ave., Minneapolis, Minn.

**SELL or RENT  
Form Lifting  
JACKS**

Grain Elevators, Silo  
Coal Pit Construction  
Blue Prints Furnished

**Nelson Machine Co.**

Waukegan, Illinois

**GRAIN ELEVATOR BUILDERS****JAS. H. BROWN CO.**

621 South 3rd Street

CONCRETE ELEVATORS

MILLS

Minneapolis, Minn.

WAREHOUSES

**L. J. McMILLIN***Engineer and Contractor of***GRAIN ELEVATORS***Any Size or Capacity*

523 Board of Trade Bldg., Indianapolis, Ind.

**GRAIN and COAL ELEVATORS****T. E. IBBERSON CO.**

CONTRACTING ENGINEERS

MINNEAPOLIS, MINN.

**Elevators, Mills, Warehouses**

Designed, Built, Repaired

*Estimates Cheerfully Furnished***HOGENSON CONSTRUCTION CO.**

Corn Exchange Minneapolis, Minn.

**BIRCHARD  
Construction Co.***Architects and Contractors**Grain Elevators—Mills*

B. SAMPSON

Lincoln, Nebr.

**Geo. W. Quick & Sons**

Tiskilwa, - - - Illinois

*Designers and Builders***Concrete Grain Elevators***Waterproof Pits a Specialty***WILLIAMS CONSTR. CO.***Specializing in**Building and Repairing**Country Elevators*

3321 Shawnee Ave. Des Moines, Ia.

**A. F. ROBERTS****ERECTS**Elevators  
Corn Mills  
Warehouses**FURNISHES**Plans  
Estimates  
Machinery

GABETHA,

KANSAS

**Western Engineering Co.**

610 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

Every time you mention the

**GRAIN DEALERS JOURNAL**

to an advertiser, you

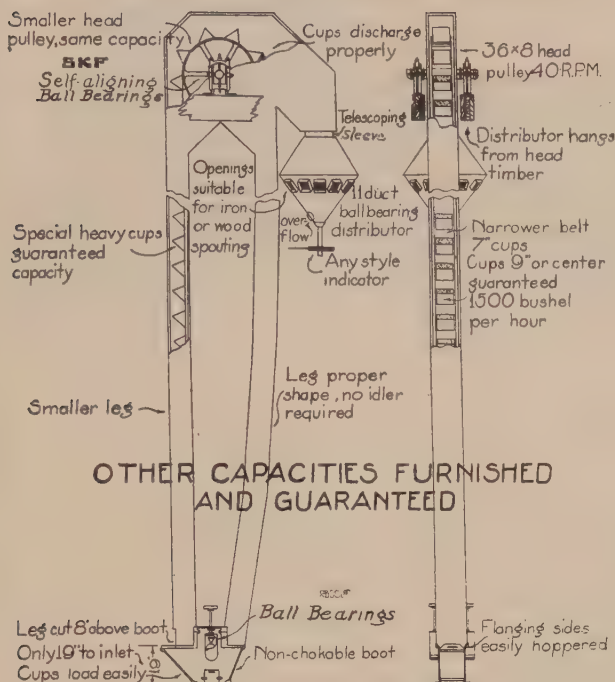
help to make it bigger and better.

**Construction—Painting—Wiring****Magic Grain Dump Co.**  
Minot, No. Dak.



## GRAIN ELEVATOR BUILDERS

### OUR GUARANTEED CAP. ELEVATOR LEG



OTHER CAPACITIES FURNISHED AND GUARANTEED

WHITE STAR CO.  
WICHITA KANS.

Tell us what you need for your elevator  
and we will tell you where to get it.

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

**"If Better Elevators are Built  
They will STILL be Youngloves"**

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

## RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER  
CONSTRUCTION CO.  
North Platte, Nebr.

Plans and Specifications Furnished

### The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation

Estimate and Information promptly furnished

Wichita, Kansas

### ELEVATORS—FEED MILLS WAREHOUSES

CHALMERS & BORTON

720 Pioneer Trust Bldg. KANSAS CITY, MO.

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### E. H. CRAMER

Hampton, Nebraska

Designer and Builder  
of Grain Elevators

### Weller Metal Pds. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.

SHEET METAL WORK  
Grain Elevators a Specialty

### C. I. Erickson

Assaria, Kansas  
Designer and Builder  
Elevators and Warehouses  
Remodeling Work  
Estimates Promptly Furnished

### To BUY or SELL RENT or LEASE an ELEVATOR

Place an adv. in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL,  
of Chicago. It will bring you quick returns.

## HICKOK

Construction Co.  
MINNEAPOLIS

## ELEVATORS



# The Barnett and Record Co.

Engineers

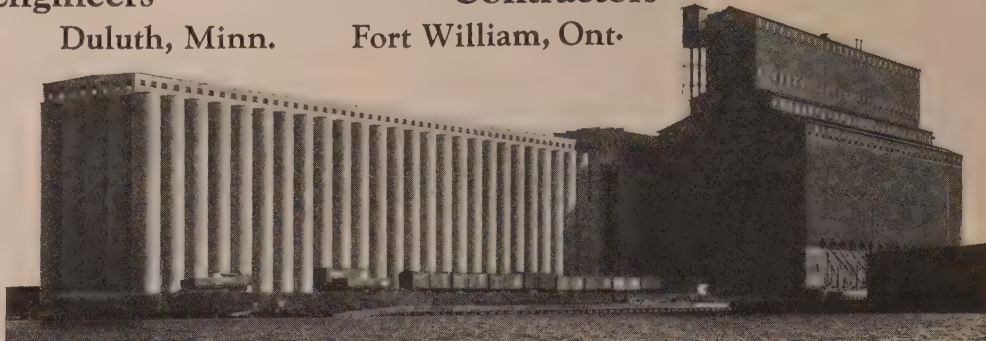
Contractors

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
Grain Storage Annex  
to Great Northern  
Elevator "S"  
Superior, Wis.



## FOLWELL ENGINEERING CO.

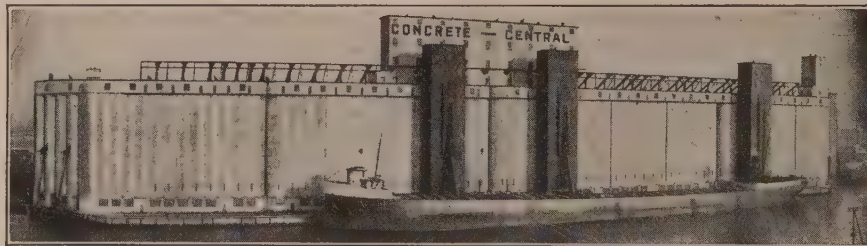
Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.



3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



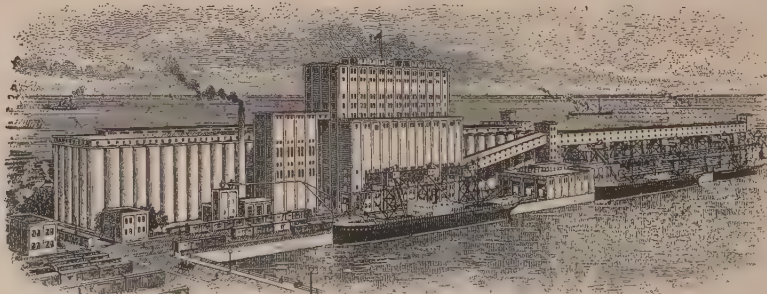
Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

## JAMES STEWART CORPORATION

W. R. SINKS,  
PRESIDENT

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS





Elevator "L"  
Minneapolis

Designed and Built by  
**McKENZIE-HAGUE CO.**  
Minneapolis, Minn.

## IT ALWAYS PAYS!

To have your elevator designed and to have your construction work supervised by experienced engineers.

## HORNER & WYATT

Consulting Engineers to the Grain Trade  
468 Bd. of Trade Bldg. Kansas City, Mo.

IT PAYS TO PLAN BEFORE YOU BUILD

## FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.

DESIGNED for the years  
ahead—an advance we propose  
to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

## Santa Fe Elevator "A"

Kansas City, Kans.



Capacity  
6,500,000 Bushels

## John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 460 St. Helen Street, Montreal 837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England

## International Milling Company

Buffalo, New York

Capacity 2,300,000 Bushels

Another storage unit is now under construction by us  
which will make total capacity 3,500,000 bushels.

## Jones-Hettelsater Construction Co.

Grain Elevators, Flour and Feed Mills

600 Mutual Bldg. Kansas City, Mo.





# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NORTH CENTRAL KANSAS**—8000 bus. elevator for sale or trade; on R. I. Write 62J10, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—15,000 bus. elevator, feed and flour business for sale. Can give immediate possession. Address 62M4, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—Up-to-date; well built; capacity of 27,000 bushels. Cost \$30,000 to build. Communicate with Security State Bank, San Juan, Texas.

**NEBRASKA** grain elevators for sale at a bargain in South Eastern and Central part of state. Wheat prospects 100%. Duff Grain Co., Nebraska City, Nebraska.

**CENTRAL, ILL.**—Two country elevators at Deer Creek and Cooper, Tazwell Co. Each 200,000 bus. stations; feed and coal houses. Possession at once. Write J. E. Garber, Washington, Ill.

**MONTANA**—25,000 bus. cribbed elevator, feed-mill, coal-sheds, warehouse for sale. Good location. Price reasonable; no trade or lease considered; terms. For particulars address Kyle Jones, Bynum, Mont.

**EAGLE GROVE, IA.**—Elevator 15,000 bus. capacity for sale. Handles also, coal, flour, feed, hay, straw and salt. Equipped with new Jay Bee Hammer Feed Mill. Address Mrs. Frank M. Joyce, Eagle Grove, Iowa.

**NORTHWESTERN OHIO** county seat town, 12,000 bus. elevator and feed manufacturing plant. Harvest prospects 100%. Exceptionally good grain and feed center. Address, 62M9, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Three first class grain elevators in the best grain territory. All equipped with motor power. Will sell or trade for good Illinois or Iowa land. Write 62H12, Grain Dealer Journal, Chicago, Ill.

**KANSAS**—Modern elevator located in best grain county for sale. Doing good volume grain, coal, and feed business. Also smaller elevator at nearby station handled under same management. Crop prospects 100% perfect. Good reason for selling. Address 62J22, Grain Dealers Journal, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**NEBRASKA**—15,000 bu. elevator at Foley, David City p. o.; equipped with hopper scales, new truck scales, 10 hp. gas engine; also coal sheds 20x80; good 5-room house, garage, large hen house and barn; located in good grain center and handled \$150,000 worth of grain last year. Address 62L2, Grain Dealers Journal, Chicago, Ill.

**IOWA**—Grain and lumber business for sale. The Farmers Co-op. Exchange of LaPorte City, Iowa, offer for sale their three elevators and lumber yard; situated on the C. R. I. & P. and W. C. F. & N. R. R.'s. Have enjoyed a large and profitable business for the past 20 years. \$20,000 for the plant and fixtures. Market price for stock. Address Farmers Co-op. Exchange, LaPorte City, Iowa.

## ELEVATORS FOR SALE

**CENTRAL NEBRASKA**—Elevator feed and coal business for sale. 50,000 bus. capacity; truck scale and dump. In good territory. Write 62J11, Grain Dealers Journal, Chicago, Ill.

**IOWA**—60,000 bushel capacity elevator for sale; handling about 200,000 bushels yearly. Good town and railroad. \$12,500.00. Address 62K4, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## FOR SALE—CHEAP

**CHICAGO TERMINAL ELEVATORS. CAPACITY, 125,000 BUS. WRITE 62C7, GRAIN DEALERS JOURNAL, CHICAGO.**

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**SOUTH DAKOTA**—Four modern elevators for sale at good South Dakota points. Two have lumber yards in connection but will sell with or without lumber yards. Address 62K13, Grain Dealers Journal, Chicago, Ill.

**DORIS, IOWA**—10,000 bus. iron clad elevator, feed room and coal shed combined. Built in 1921; on Illinois Central R. R. Also partly modern 6 room house. This is an exceptionally good grain center. Will sell cheap for quick sale. Address Mrs. F. B. Maynard, R. R. 6, Independence, Iowa.

**KANSAS**—In the garden spot of Kansas, 18,000 bu. elevator and coal business for sale, in wheat and corn territory. Modern equipment. Big shipments. No competition. Good town, schools and churches. A good proposition. Address 62K1, Grain Dealers Journal, Chicago, Ill.

**EASTERN KANS.**—For sale at a bargain, one modern concrete elevator about 75,000 bushel capacity; good meal, chop, poultry and dairy feed plant, all brick; located on main line railroad in a fine farming district, now doing a good business. Good reasons for selling. Part time if desired. Address 62L6, Grain Dealers Journal, Chicago, Ill.

**EASTERN SOUTH DAKOTA** Elevator and Feed Business for sale; county seat town. Ten thousand bushel grain capacity; storage for three cars feed; 10 ton truck scale; Globe air truck dump; hammer mill for custom grinding; feed mixer; another small burr grinder; all electric equipped. Good going business and is cheap for \$6,000. Reason for selling—want to move South. Address 62L13, Grain Dealers Journal, Chicago, Ill.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

## ELEVATOR FOR RENT

**FOR RENT**—Grain elevator 75,000 bus. capacity. Diamond Mills, Evansville, Ind.

## ELEVATORS WANTED

**WANTED TO BUY** Grain Elevator in Central Illinois. Write P. O. Box 485, Bloomington, Ill.

**WANTED**—To trade 80 acres east Kansas land for elevator at good grain point. Box 95, Elwood, Nebr.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## BUSINESS OPPORTUNITIES

**FLOUR MILL** for sale cheap; 75-bbl. water power. Good wheat country; on L. & N. R. R. Address Nolin Milling Co., Elizabethtown, Ky.

**NEBRASKA**—50 bbl. flour and feed mill with 10,000 bushel elevator to trade for land, or sale or lease to good miller. Write P. O. Box 137, Comstock, Nebr.

**COAL BUSINESS** in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**FLOUR, FEED AND MEAL** mill doing \$150,000 business for sale. Railroad tracks to warehouses and elevator which has capacity of twenty thousand bushels. Mill in operation. Inadequate capital reason for selling. Will take stock if purchaser desires to incorporate. If interested write Bob Harwood, Trenton, Tenn.

**CENTRAL OHIO**—Old established grain, coal, feed, seed and hardware business for sale. Located on main line of Penn. R. R. Has storage space for 11,000 bus. grain, 7 cars coal. Well equipped feed grinding plant in connection. Plant is motor driven throughout, is located in first class territory and has always proven a money maker. Will be sold on easy terms. For detailed information write 62J23, Grain Dealers Journal, Chicago, Ill.

## PARTNER WANTED

**PARTNER WANTED**—One who will invest substantial amount in line of elevators located in eastern Illinois paying good returns. Address 62K24, Grain Dealers Journal, Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.



## SITUATION WANTED.

**WANT POSITION** as elevator manager at good station; experienced in all phases of business; best references; can start at once. Address 62M10, Grain Dealers Journal, Chicago.

**EXPERIENCED** elevator manager desires position with good company; experienced in side lines; can start work at once. Address 62L10, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** in grain business by married man 35 years of age; 11 years' experience as elevator manager. Have good record, best of references; can come at once. Address 62M14, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**—20 years' practical experience soliciting and buying for terminal markets, and operating country grain business. Will consider any opening with good future. Address 62L7, Grain Dealers Journal, Chicago.

**WANT POSITION** buying grain for a line company, or manager of Farmers elevator. I have had eight years' experience as buyer and mgr. Will go anywhere, but prefer western Okla. or Texas Panhandle. Address J. W. Collins, 1201 Lowery St., Stillwater, Okla.

**SUCCESSFUL AND EXPERIENCED** farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

**GRAIN MAN** with many years' experience in all branches of the country elevator business, including successfully superintending and managing line of elevators for several years, wishes to make connection with grain firm August 1st. Have also had some experience in the seed and feed business in connection with elevators. Best of recommendations and references furnished. Correspondence invited. Address 62M15, Grain Dealers Journal, Chicago.

## SCALES FOR SALE.

**FOR SALE CHEAP**—Five bushel, 1,250 bushels per hour, Richardson Automatic Scale; f. o. b. South Dakota point. Write Richardson Scale Co., 312 Corn Exchange, Minneapolis, Minn.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE CHEAP**—Ten bushel, 1250 bus. per hour, Richardson Automatic Scale. Only dumped 560,000 bus. Reason for selling, not using the elevator. Write 62M17, Grain Dealers Journal, Chicago, Ill.

## Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery; Price; By Whom Bot; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom Sold; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

Send all orders to

**GRAIN DEALERS JOURNAL**  
309 S. La Salle St. Chicago, Ill

## MOTORS FOR SALE.

**FOR SALE**—100 H. P., 3 Phase A. C. Westinghouse Motor, 1 No. 5A Ball Bearing Monitor Cleaner, 1 No. 5 Millers Special Williams Mill, also large size Williams Hammer Mill. Write Durant Feed Co., 131 S. 2nd, Durant, Okla.

**ELECTRICAL MACHINERY**—Motors and Generators, A. C. and D. C. for sale at attractive prices. Large stock of new and rebuilt motors, starters, generators and switchboards on hand at all times. Write for our Stock List and Prices. Send us your next motor repair job for prompt repairs at reasonable prices. V. M. Nussbaum & Co., Fort Wayne, Ind.

## Bargain Sale in Soiled and Shelf Worn Books.

Weighting grain in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

Two Railroad Claim Books for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

Gold Bricks of Speculation, a study of speculation and its counterfeit and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago

**GRAIN DEALERS JOURNAL.**  
309 So. LaSalle St., Chicago, Ill.

## SCALES WANTED.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

## WHY-A-LEAK—STOP IT—

### BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

## THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock, Ontario



THE LITTLE  
END OF THE  
HORN

Where the Radical Obstructionists Came Out.  
From the Fargo Forum.



## MACHINES FOR SALE.

AIR-BLAST CAR LOADER, new, very best on the market; reasonable. Write or wire Standard Mill Supply Co., 1012 Waldheim Bldg., Kansas City, Mo.

FOR SALE—300 Salem and Buffalo elevator buckets, 6x18, in good condition and at a low price. The Riebs Co., 407-9 Mitchell Bldg., Milwaukee, Wis.

FOR SALE—Union Special, Type "L", motor driven, bag closing machine. Write or wire STANDARD MILL SUPPLY COMPANY, 502 Waldheim Bldg., Kansas City, Mo.

DO YOU WANT to put your idle capital to work? That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

## NEW AND USED MACHINERY FOR SALE.

One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## MACHINERY BARGAINS.

One 300 bu. Hopper Scale. Several other Hopper Scales, Platform Scales, Exact Weights Scales, 8 oz. to 250 lbs. 1,000 lb. Vertical Batch Mixer. One Gedge Gray, 500 lb. Mixer with sifter and cleaner. One American Bag Cleaner. Carter Disc Separator. One 50 bbl. Midget Mill, Chain Drive. 1 Hughes Slow Speed Hammer Mill. 1 No. 2 JB Direct Connected Hammer Mill. 1—22" Monarch with 2 15 hp. Motors (new) Attrition Mill. 1—20" Monarch with 2 10 hp. motors, and 1 24" Dreadnaught Direct Connected Attrition Mill. 18" and 24" Dreadnaught Belt Driven Mills. 18", 20", and 22" Belt Driven Doublehead Mills. Large Pulleys. One Corn Cracker and Grader Combined. Grain Shoes. 1 Dreadnaught Crusher. Hutcheson and Triumph Corn Shellers. Spiral Steel Conveyor. Bag Piler with motor. One Humphrey Manlift. Grain Cleaners, all makes and sizes. One Clipper Cleaner, No. 47. Elevators, all sizes. Ball Bearing Belt Tightners, Rack and Pinion Tightners. Samson, Victor and Leffel Water Wheels. Perfection and Cyclone Dust Collectors. Feeders. Prices quoted upon application. A. D. Hughes Company, Wayland, Michigan.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....  
Capacity of Elevator..... Post Office.....  
State.....

## MACHINES FOR SALE

## WRITE ME

If you are in the market for good used machinery. I can supply you promptly. L. R. Veatch, 428 Pratt St., Buffalo, N. Y.

FOR SALE—18 inch Monarch Attrition Mill, 10-h. p. motors, 2-phase, 60 cycle, alternating current, 220 volts; excellent condition; a bargain at \$200.00. Write C. B. Crumpacker, Afton, Iowa.

FOR SALE—Complete grinding outfit consisting 1—45 H. P. stationary Rumley engine. Good as new. 1—No. 3 hammer mill never been used also shafting, pulleys, pumps, etc. Farmers Elevator Co., Hornick, Iowa.

## SECOND HAND ELEVATOR MACHINERY

- 1 Globe truck dump.
- 1 Four bus. Richardson automatic scale.
- 1 Hall signaling distributor "10."
- 1 Van Ness safety man lift.
- 1 Complete single rope drive with 26 in. plain swinging tension.
- 1 60 in. wood split pulley.
- 2 36 in. wood split pulley.
- 1 28 in. wood split pulley.
- 1 32" 14, steel pulley 1 15/16 bore.
- 1 36" 14, steel pulley 1 15/16 bore.
- 30 ft 1 15/16 steel shafting.

Trego County Co-op. Ass'n, Wakeeney, Kan.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,  
9 S. Clinton St., Chicago, Ill.

## MACHINES WANTED.

WE WANT to buy immediately good A. T. Ferrell Clipper Cleaner. What have you, and what is your price? Wisconsin Pop Corn Co., Waterloo, Wis.

WANTED TO BUY a second-hand batch mixer from 2,000 to 3,000 pounds capacity. State make of mixer and price in first letter. Mixer must be in good condition. Address Boyd-Pate Grain & Milling Co., Joplin, Mo.

## ENGINES WANTED

WANTED—Diesel Engine 20 to 50 hp.; also feed mill.—Address Aetna Grain Co., 305 New Chamber of Commerce, Minneapolis, Minn.

## ENGINES FOR SALE

ONE 18 H. P. Olds Gasoline engine which is new, price \$65.00 for quick sale. Also one 12 hp. United Gasoline Engine used very little, \$40.00. Address A. G. Brace, Eagle, Mich.

FOR SALE—20 H. P. type N Fairbanks-Morse oil engine. Running good when we installed electric power; also clutch pulley and rope drive complete including sheaves. Dunbar Grain Company, Wellsford, Kans.

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## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill.  
U. S. A.

Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

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THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, JUNE 25, 1929

POOLS used to require two or three years to prove themselves a failure, but the new Nebraska pool quit a couple of months after it was started.

TESTING SCALES periodically regardless of whether any inaccuracy is suspected often stops a drain on the shipper's bank account before he is broke.

INEFFICIENT selling by "their own" producers' ass'n that handled over \$100,000,000 worth of livestock in one year at one of the central markets cost the shippers \$20 a car.

AN ELEVATOR is no playground, and boys should be kept out lest they succumb to the temptation of taking an unauthorized ride on the manlift or jumping into the open bins.

STORING grain for farmers is a losing proposition, and especially so on an advancing market. The dealer who ships out stored wheat and does not buy a future against it is to be pitied.

THE COMBINES and the trucks are forcing the installation of larger receiving sinks and faster legs in country elevators. The farmers object to waiting in line for a chance to unload.

GRAIN DEALERS can console themselves with the reflection that altho their business is not booming they are doing better than the country bankers. The 510 state chartered banks in Illinois with an average capital of \$40,000 are paying an average dividend of only \$1,100 per annum.

WHEN TOLD by a farmer that the competing dealer is paying above the card or giving the rise of the market just call the dealer on the 'phone before ruining the margins at your station.

GIVING CREDIT to farmers on side lines bot at the elevator is a poor practice and ties up the dealer's capital. Charging interest on all accounts over 30 days old would help to keep capital profitably employed.

ACTING on Sec'y Jardine's forecast of higher prices one lot of 500,000 bus. of wheat was held in an elevator at Wichita and an offer of \$1.31 refused. Recently the best bid for this wheat was 75 cents.

FARMERS are not in need of relief if we accept the statement of the representative of the Western railroads to the Interstate Commerce Commission last week that agriculture made a complete recovery in 1925.

ONE OF the encouraging improvements in grain elevators this season is the removal of wood shingles from many country elevators and the extensive use of iron roofing and siding. This will effect a material reduction in the fire losses and reduce the rate and the cost of fire insurance in mutual companies.

STORAGE, elevating and loading charges in Montana will be fixed by law July 1 and doubtless most of the elevator operators will henceforth refuse to perform this service for anyone but themselves. They built or bot their elevators to handle their own grain and can not afford to rent their facilities to others for a pittance.

MONTREAL is now experiencing its second blockade of grain traffic so early in the season. Is this because the owners hesitate to pay freight across the ocean only to have to pay a second freight to get the grain back to sell to Uncle Sam after he has boosted the price above the export parity by using the farm relief fund?

LARGER SALARIES for grain inspectors are advocated by a professor of Cornell University who has specialized in marketing and whose opinion is highly regarded by the regular trade. The professor, however, was referring to the Canadian service, and not to the service in the States where in one leading market the batting average of the state-paid and federal-licensed graders was very poor, as judged by results of appeals on their work. Higher pay for the politically controlled offices would only invite complete changes in personnel with each election.

DEFICIENCIES of moisture for several months preceding harvest should be watched by grain dealers who would estimate the amount of grain they are to handle, in view of the findings of the U. S. Dept. of Agriculture. The Department on June 20 came out with a statement that Canadian wheat yields may be only 15 to 16 bushels to the acre as compared with 22 bushels per acre last year, based on its records of precipitation and temperature from September to May. Farmers and grain dealers who held wheat last year as recommended by Sec'y Jardine paid dearly for following his bad advice.

PRINTED matter in the mail was regularly thrown into the waste basket without reading by one manager of a one-man elevator. A traveler who took pains to check over the contents of the basket found that the manager had lost nothing by discarding the circulars, but was ahead the saving in time to be devoted to his regular duties.

WIDE SWINGS are to be expected in a futures market influenced as is the present one by the prospect that stabilization corporations will pay anywhere from \$1.25 to \$1.75 for wheat. Stop loss orders may fail to limit losses and brokers are warranted in demanding larger margins. It is useless to expect to buy puts and calls anywhere near the closing price.

FARM COLONIES promoted by a Federal appropriation of \$12,000,000 to create groups of 200 model farms have succeeded the reclamation and irrigation schemes for prying money out of the Federal treasury and add to the burden of surplus crops. How long will the taxpayer stand for such dipping into his pocket if he is not to enjoy lowered prices for food-stuffs?

THE FARMERS and elevator operators who followed Ex-Secy. Jardine's advice to hold their wheat are so sore because of their heavy losses they would like to collect damages from the Government. Public office does not clothe any man with superior business judgment, but it seems very difficult for some grain growers and dealers to be convinced of this fact.

PASSAGE of the Agricultural Marketing Act transfers the interest of the grain trade from the legislative floor to the uncertainties of administrative regulations comparable only to the conditions created by the regulations of the U. S. Food Administration Grain Corporation during the war, with the gratifying difference that now there will be a total absence of compulsion.

BURO employes simply cannot resist the urge to forecast prices. The latest June 20 announcement by the Department declares that "it seems likely that world market prices for wheat thru the 1929-30 season will average somewhat higher than they have thru the 1928-29 season." This forecast is ventured altho the Agricultural Marketing Act specifically penalizes any government official who forecasts prices of cotton. Why government officials should indulge themselves in price forecasts when there is no demand and no confidence in their soothsaying is a mystery.

THE COST of operating an elevator in Montana as given by the Chief Inspector of that state on page 803 of this number is \$3,500. This is some higher than in the Eastern states, where side lines are generally carried. His table of expenses compiled after extensive investigations must reflect the average expense of operating an elevator in that state. Many elevator operators who have carefully compiled figures on what it costs them to handle grain from the farmers' trucks to the hopper scales at destination were amazed by the amount of their fixed overhead. Few country dealers have ever bot grain on the margin clearly justified by the service rendered and the risks taken.



LARGE CARS and the strict enforcement of the demurrage rules make it increasingly difficult for scoopers to do business. One Southwestern elevator operator, who keeps his house open the year around for the accommodation of farmers always raises his bids when Mr. Scooper has car half loaded.

THE KANSAS POOL got its fingers burned when it pestered the Garden Plain Farmers Elevator Co. with an injunction against buying wheat from pool members. As fully reported elsewhere, the Supreme Court of Kansas said the elevator company was engaged in a legitimate business, and that there is nothing in the law prohibiting one person from buying wheat from another person who is a member of an ass'n organized under the pooling law. Regular dealers and managers of co-operative elevator companies will be pleased to learn that the Pool was forced to pay smartly for its interference with their business.

### Safeguarding Proceeds of Drafts.

A grain shipper of Claremore, Okla., after five years of litigation and the expenditure of \$675 in attorney's fees, has just succeeded in collecting \$2,000 from liquidating agents of banks that failed immediately after having obtained the proceeds of drafts.

The Bs/L represented real substantial value in the form of carloads of grain. They were property. The bank had no authority to surrender the Bs/L except in exchange for real money, and if it took its own or other paper must be held to have guaranteed the paper, just the same as a grain commission merchant is presumed to sell only for cash when parting with the B/L. Yet many courts, the federal courts particularly, have held that a bank may surrender the B/L in exchange for so worthless a consideration as a check on its own insolvent self, and evade its duty as an agent to account for the proceeds in full to the drawer of the draft as a preferred creditor. The federal courts' reliance for this unfair procedure is that the check did not augment the assets of the bank.

The decision of the Oklahoma Supreme Court was five judges for the shipper and three against him, showing by what a slender thread hangs justice when a shipper has not stamped on the face of the draft instructions that the draft is sent for collection only and that the proceeds are not to be commingled with the assets of the bank. The use of such a stamp is comparatively recent, but in no case where it was used has the shipper failed to recover the proceeds of the draft. Altho the Supreme Court of the United States has not passed on the matter of "augmenting assets" or the use of the rubber stamp instructions to segregate proceeds, it may be taken for granted the court will give effect to these plain instructions by the shipper constituting the bank a collection agent and not a creditor.

The approved wording of the stamp on the face of draft is:

"This draft is a cash item and is not to be treated as a deposit. The funds obtained thru its collection are to be accounted for to us and are not to be commingled with the other funds of collecting bank."

This gives the collecting bank just two alternatives: Hold the B/L or hold the money.

CHAIN stores in the retail feed business may threaten the smaller distributors, but a study made by Cornell University of local feed plants in New York State developed the interesting fact that those dealers who had a tributary territory sufficiently large to make it possible to buy ingredients in carload lots for mixing and grinding made a much larger profit than those dealers who did no grinding. It is also significant that dealers who did no grinding were unable to increase their margin of profit on increased sales. The inference is that the elevator operator or feed dealer who is fortunately situated in a good feeding territory can profitably equip himself for grinding and mixing and meet any competition.

### Eliminating Moisture from Protein Test.

Great stress is laid by inspectors upon the necessity of shipping samples of wheat for the protein test in an air-tight container, for the good and sufficient reason that if the sample dries out the wheat will show a higher percentage of protein than it contained when the sample was drawn from the wagonload or the car.

The grain buyer who gets wheat containing only 12 per cent of protein and pays on the basis of a test showing 14 per cent made after the wheat has dried out and showing 14 per cent is the unwitting loser.

To be on a fairly comparable basis the amount of moisture contained in the wheat should be eliminated from the statement of the protein content. This could be done by making a moisture test of the wheat at the same moment that the sample is divided for the protein test, and calculating the protein percentage either on a dry matter basis or on an accepted standard of 14 per cent moisture permitted in No. 2 winter or No. 1 spring wheat.

The importance of making a moisture test concurrent with the protein test is urged by the Ass'n of Pacific Northwest Cereal Chemists in resolutions published in column three of page 803 this number, for the stated reason that moisture content has an appreciable effect on the protein percentage. It is gratifying that chemists who are directly interested only in accurate tests should be leaders in a movement that will protect the pocketbook of the country shipper.

By making a moisture test on the same lot of grain at the time it is weighed into the elevator the buyer would be in a position to relieve himself of all hazards due to changes in the moisture content of the sample in transit to the terminal testing laboratory. On receipt of the report from the terminal he could consult a column of figures and translate the terminal report into an accurate statement of the protein percentage as received from the farmer and pay him full actual value and no more.

This method will protect the buyer who accumulates samples during a period of one to four weeks hauled in by one farmer but sent in for one terminal test, the samples losing moisture while lying in the warm elevator office. After the buyer has made his moisture test as soon as possible after receiving the wagonload to get the maximum moisture it will be immaterial how much moisture is lost before terminal test.

PROTEIN premiums can not be paid to the wheat grower unless the grain buyer knows that the wagonload being weighed into the elevator is high in protein. The dealer is not warranted in assuming that the protein test will be any higher than tests of low protein wheat from other fields in the same locality.

### Choosing the Farm Board.

Some 400 or more applicants are said to have put in bids for membership in the Federal Farm Board which is to administer the Agricultural Marketing Act. The applicants understand that total ignorance of grain marketing is a *sine qua non* to consideration for the office. It is understood that regular grain dealers with a lifetime of experience in the purchase and sale of grain are not wanted on the Board. Hence all the broken-down lawyers, bankrupt merchants, second-rate bankers, blatherskite politicians and all those identified with the numerous wheat pool failures in the United States believe themselves to have an inside track.

The President is handicapped in the choice of the eight members of the Farm Board by the specification in Sec. 2 that "each appointed member shall be a citizen of the United States." This prevents him from getting men of experience in stabilizing the price of rubber in Great Britain, valorizing coffee prices in Brazil or fixing sisal fiber prices in Yucatan. All of these ambitious stabilization schemes were failures but their engineers, having had a forceful demonstration of the laws of supply and demand, might be able to point out some method of adjusting stabilization in a flexible way to the inevitable fluctuations of supply and demand.

Some time has elapsed since the law was enacted, and the need for boosting the price of our surplus wheat is urgent, yet the President has not announced the names of the members of the Board. This may be due to his appreciation of the difficulty of the task. Five years ago when he was Secretary of the Department of Commerce Mr. Hoover, speaking of Government ownership of railroads, said, "If we take over nearly 3,000,000 new employes into public service we must put them under an air-tight civil service, to be hired by a separate commission and promoted by seniority. At once we have created a bureaucracy. At the top, where exceptional talent and genius must be had, neither seniority, nor competitive examinations, nor politics will secure or find it. If a hundred years of this experience is not a proof that the efficiency of government operations must always be below the efficiency of private enterprise, then the public is incapable of conviction."

It is just as true now as it was five years ago that politics will not find men of genius to head the new bureaucracy that we are about to create in the Federal Farm Board. The salary is limited to \$12,000 a year, and a competent grain merchant earning \$50,000 to \$150,000 a year by the employment of his skill and capital, by the terms of the act would be required, in order to hold the office, to sell out his business for the doubtful honor of becoming identified in a responsible way with an enterprise foredoomed in his private opinion to eventual failure.



## Draft for Remittance held a Preferred Claim.

The Supreme Court of Oklahoma recently decided in favor of Frank O'Bannon, Claremore, Okla., and against the First State Bank of Bristow, giving him judgment against the state bank commissioner for the full amount of two drafts with 6 per cent interest that the bank had collected just before its failure.

The drafts, with B/L attached, were forwarded direct to the First State Bank at Bristow "For Collection and Remittance" and not cleared thru any forwarding bank. Payment to the Bristow Bank for draft was made by a check on itself by the customer from funds he had on deposit with same bank. Cashier's check payable to O'Bannon was issued by the Bristow Bank three days after the item had been paid, which was just a day before the bank closed, so the cashier's check was no good.

Another decision was rendered in O'Bannon's favor by the Supreme Court of Oklahoma against First State Bank of Oilton. In the Oilton case the draft, with B/L attached, was forwarded thru a correspondent bank. When the draft reached Oilton the payment to the First State Bank of Oilton was made by check given on another bank at Oilton which had the effect technically of augmenting the funds in the closed bank to the extent of draft. A draft was issued by the Oilton Bank on a Tulsa Bank but the Oilton Bank closed before the draft reached the Tulsa Bank on which it was drawn.

Both of these banks closed early in 1924, but it was not until January, 1927, that Mr. O'Bannon was able to get a hearing and bring the cases to trial at which time judgment in his favor was awarded by the Creek County District Court. This judgment was fought back and forth thru the Supreme Court by the Banking Department and attorneys for the liquidating agents for the better part of a year or more but fortunately he was successful in both of these cases in which the judgment of the lower court was reaffirmed for the full amount of the principal together with interest at the rate of 6% which interest was just about enough to care for the attorney's fees in the cases. A little more than \$2,000 was involved in the two items and the collection expense amounted to \$675, for attorneys' fees, besides some minor incidental expenses.

**The Court said:** The decisive question here involved is whether the relation between O'Bannon and the bank was that of debtor and creditor, or that of principal and agent, and consequently whether O'Bannon was a mere general creditor or a preferred claimant.

This question is settled in this jurisdiction by *Hall v. Sullivan*, 253 Pac. 45; *Kansas Flour Mill Co. v. New State Bank of Woodward*, 256 Pac. 42.

We think the status is dependent upon the intention of the parties. There must be assent of the party to whom the debt is due to change the admitted original relation of agency. An agent should not be permitted by its act alone to change the relation by sending its check and so convert the trust fund into a debt.

When the State Bank of Bristow received the drafts in question with Bs/L attached with specific instructions for collection and remittance and collected the same by receiving its check from the drawee of the draft upon the collecting bank, which held ample funds to pay the check and when the collecting bank issued its cashier's check in payment thereof for the drawer of the draft, the relation between the drawer and the bank was that of principal and agent and the ample cash in the collecting bank was impressed with a trust which entitled the drawer to a priority. The bank at the time of payment had funds to pay the drafts. Equity will consider that as done which ought to have been done.

The change in relationship theory seems to us unsound. The non-augmentation of assets view is too harsh as against the equitable principle heretofore set out. All courts agree that in the beginning the relation is that of principal and agent. Such being the case the relationship should not be held to be transformed without consent of the principal. Very often such a principal may be willing to accept an agent for collection of a trust fund when he would not at all be willing to accept the relation of debtor and creditor.

The judgment of the trial court was affirmed by five of the eight judges, three judges dissenting

## Pool Annoying Grain Buyer Forced to Pay.

Pool managers who find it sport to bring injunctive suits against regular grain elevator operators to prevent their purchasing grain of pool members who are tired of their losing pool agreements, are hereafter likely to be brought up with a round turn if the dealers will go after the pool as vigorously as did the Garden Plain Farmers Elevator Co., of Garden Plain, Kan.

The Kansas Wheat Growers' Ass'n started the trouble by getting an injunction against buying wheat from members, and the Farmers Elevator Co. finished it by collecting damages for this annoyance.

When the pool got its restraining order it was required to give bond of \$500 to protect the defendant in case the injunction was found unwarranted. The restraining order was in fact set aside later and the action dismissed.

The Garden Plain Farmers Elevator Co. brought suit on the \$500 bond alleging "That by reason of the issuance of the temporary restraining order as aforesaid the plaintiffs have been greatly damaged; that they have been obliged to lose considerable time and have been put to a great deal of inconvenience and expense in defending themselves in said cause and have been obliged to obligate themselves to pay attorney fees in the sum of \$500."

There was evidence which tended to prove that J. L. Keppler, who was the manager of the plaintiff elevator company, spent a considerable portion of time in going to and returning from Wichita for the purpose of securing the dissolution of the restraining order and that for the same purpose the plaintiffs had obligated themselves to pay a reasonable attorney's fee, which was shown to be \$500. The evidence disclosed that the elevator company was engaged in the purchase of wheat at Garden Plain, Kan., and that neither of the plaintiffs knew who were members of the Kansas Wheat Growers' Ass'n.

**The Supreme Court of Kansas** on May 4, 1929, said: The elevator company was engaged in a legitimate business with the right to purchase wheat from any person who had the right to sell wheat. There is nothing in the statute prohibiting one person from buying wheat from another person who is a member of an ass'n organized under the statute. As between the member of the ass'n and the ass'n, the member would not have the right to sell to a third person the wheat which the member had agreed to sell to the ass'n; but the right of the ass'n to purchase the wheat grown by its members did not go to the extent of prohibiting persons not members of the ass'n from purchasing wheat from its members.

There is no principle of law that prohibits an elevator company from purchasing wheat from a member of the wheat growers' ass'n where the company does not know that the seller is selling wheat that he had contracted to sell to the ass'n. When the temporary restraining order was issued, it prohibited the plaintiffs from doing what they had a legal right to do.

There was evidence which tended to prove that the plaintiffs did not intend to purchase wheat from any member of the wheat growers' ass'n. That fact is the keystone of the argument of the defendants. They say that if the plaintiffs did not intend to purchase wheat from any member of the wheat growers' ass'n, they were not prohibited from doing anything that they wanted to do.

**Could Not Find Out Who Were Members.**—The evidence showed that it was difficult for the plaintiffs to ascertain who were and who were not members of the wheat growers' ass'n. Compliance with the injunction imposed a burden on the plaintiffs not imposed by law. They were justified in resisting the imposition of that burden. To do so, it was necessary for them to spend time and money in addition to employing attorneys, all of which are proper elements of damage to be recovered by the plaintiffs under the bond.

In *Miner v. Kirksey*, 113 Kan. 715, 216 P. 284, this court said: "Expenses, including attorneys' fees necessarily incurred in obtaining the dissolution of a temporary injunction upon a motion made pending the litigation and before a hearing upon the merits, may be recovered in an action on the injunction bond after it has been finally decided that the injunction was wrongfully issued, and where the plaintiff dismisses his action upon the dissolution of the temporary injunction," Syl. par. 1. See also 32 C. J. 470.

The judgment is affirmed.—276 Pacific Rep. 729

## Warehouseman's Liability.

The Palmerton-Moore Grain Co., Oakesdale, Wash., operated a line of warehouses, two of which were at Fletcher, and were sold Feb. 3, 1927, to Fred C. Barron, who agreed to honor receipts outstanding for 746 tons of grain then in store. One farmer named Ellner had three receipts calling for 11,000 bus. of wheat on which he had borrowed money of the Commercial State Bank.

On May 12, 1927, at the bank Ellner got the receipts, turned them over to Barron, who borrowed \$26,000 from the bank and paid Ellner. Becoming suspicious, the bank, about May 23, charged Barron's account with \$21,000, and credited that amount on his note for \$26,000, exhausting all of Barron's credit in the bank, except \$352. Within a day or two thereafter Barron absconded, and it developed he had shipped out and sold all the wheat covered by the Ellner warehouse receipts.

The bank brought suit against the grain company on the warehouse receipts issued in its name, and was given judgment for \$4,000, the full penalty of the surety bond, and \$1,000 loss in excess of the bond, and interest.

**The Supreme Court of Washington** on May 2, 1929, said: The grain company, as a licensed warehouseman, had received this grain and issued its warehouse receipts therefor. The holders relied upon its receipts, as they had a right to do. We know of no rule of law which will permit the warehouseman to absolve himself from liability by giving possession of the stored grain to another without first obtaining the consent of the depositor, or afterwards obtaining his ratification or release.

Holders of such receipts may, as against the acts of the warehouseman, rely thereon with confidence that the warehouseman who issued them will do his full duty or respond in damages. Such a holder is not required to keep watch of the warehouse in which his grain is stored, or give ear to every rumor which may be afloat. If he believes the warehouseman's bond to be good, he may rest secure until he desires to sell his grain, or, at least, for the period of one year named in the receipts, and thereafter until notified to surrender his receipt and accept the return of his grain. This is not a case of theft in the ordinary sense, but a case in which the warehouseman surrendered the stored grain to one apparently unlicensed and unbonded, putting it in his power wrongfully to dispose of it, and exercised no oversight to prevent his doing so.—277 Pac. Rep. 389.

## "Hog Around."

A new term came to the attention of dealers at the local meetings held in Oklahoma. It is "hog around." As developed by the cotton ginners and shippers, "hog around" refers to a flat price offered for a lot of cotton when the bales are of varying size and quality.

The same term applied to the grain business refers to setting the same price for all grain regardless of its grade. Usually such a price is top, the market for the best and paid for the poorest as well in an effort to attain a volume business.

"Hog around is not the sensible way to buy grain," says John R. Thomas, pres. of Oklahoma Grain Dealers Ass'n, to whom belong the credit for calling the term to the attention of the grain dealers. "Even if you pay too much for the grain the practice of grading should not be neglected for it discourages the good farmer from trying to raise better and cleaner grain than the careless farmer."

## Leaking in Transit

Recently we have received reports of the following leaking or bad order cars:

D. L. & W. 40108 loaded with yellow corn passed thru Whitten, Iowa, June 19 with door post broken off at bottom and bulged out but very little corn was coming out. May get bad if not repaired.—G. D. Mable.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Conviction of "Tipster?"

*Grain Dealers Journal:* In the Grain Dealers Journal I note that the market tipster who published Investors' Daily Guide at Kansas City has finally been convicted of using the United States mail to defraud.

What was the page and volume number of the report in this case.—R. F. Cook, Amarillo, Texas.

**Ans.:** Henry C. Schauble, operator of the Investors' Daily Guide at Kansas City, was convicted of using the mails to defraud and on Feb. 26, 1929, was sentenced by Federal Judge Merrill E. Otis to four years' imprisonment and fined \$1,750. Post office officials obtained a fraud order against Schauble in 1925 and his indictment at Kansas City followed in 1926. Three years elapsed before trial. Schauble had pretended put and call trading.

The case was reported on page 305 of the March 10, 1929, Journal.

### Powder Preventing Corn Heating?

*Grain Dealers Journal:* We are interested in securing further information relative to the Journal's article on a corn heating remedy.

We should appreciate very much the address of the proper parties to whom we may write.—Callahan & Sons, Louisville, Ky.

**Ans.:** Tutela powder, a preparation which prevents or checks the heating of grain, is manufactured by the Societe Tutela-France, 15 Rue du Louvre, Paris, France. The powder, which has been tested in vessels of the Rhine Navigation Co., is sold in small sacks of 2½ kilos (about 5½ lbs.) or in larger sacks of 25 kilos (about 55 lbs.). The small sacks cost 26 francs and the large one 225. A franc is worth about 3.9 cents in American money. A small sack is the dose for treating 22,000 lbs. of corn or other grain and the large the dose for 220,000

lbs. The powder is very fine and can be mixed by hand or machine. The powder will prevent or halt the heating of corn but will not cool corn already heated.

### Railroad Grain Claims.

Freight losses and damage for 1928 on grain in carload lots totaled \$1,644,491, says the Freight Claim Division of the American Railway Ass'n. This is a decrease of \$32,683 from the 1927 total of \$1,677,174. The total for 1926 was \$1,717,413.

The report includes 186 carriers representing 95% of the U. S. mileage and 60% of the Canadian.

Some of the losses were classified as follows: Unlocated damage, \$16,563; rough handling of cars, \$13,108; improper handling loading, unloading or stowing, \$19,674; defective or unfit equipment, \$717,278; delay, \$67,986; robbery, \$21,929; concealed damage, \$6,913; wreck, \$214,511; fire or marine loss or damage, \$13,374; error of employee, \$14,309.

### Hoch-Smith Hearings Drag On.

Attacks upon the report of the examiners which shippers declare would mean increases up to 54% in freight rates and protests against curtailment of transit privileges are marking the Hoch-Smith hearings before the Interstate Commerce Commission. Railroad representatives have been heard in support of the report.

Examiners' recommendations of a maximum of two free transit stops and no transit stops after milling came under the fire of Herbert J. Campbell, counsel for the Millers' National Federation. He denied a freight reduction, as suggested by some producer representatives, based upon savings in transit privileges now performed free would raise the price of grain to the producer. Restriction of the free movement of wheat or flour is bound to react adversely against the producer, Mr. Campbell declared. Protest against classifying an inspection stop as a transit was made upon the necessity of inspection and federal and state rules requiring it. Transit curtailment would impair the marketing of products thru blenders and mixers, he declared.

Railroad bondholders, speaking thru E. S. Ballard, claim rates on western lines are inadequate but he upheld the report as a general basis.

Declaring that commercial conditions require a more flexible rate structure than any provided by a mileage scale, representatives of various markets protested the mileage scale.

N. Belnap, speaking for New Orleans grain interests, urged the commission to disregard distances in competitive markets. He argued that reduction in transportation costs on export wheat aids the buyer and not the seller or producer because it is "surplus or distress wheat and must always be sold in a buyer's market."

### New Pres. Indianapolis Board.

Otto P. Deluse was unanimously elected pres. of the Indianapolis Board of Trade on June 10. Mr. Deluse, who was one of the organizers of the Lew Hill Grain Co. at that place is treasurer of the company and takes an active interest in the grain department of the exchange. He also has wide interests in the industrial and financial affairs of Indianapolis. The new head of the exchange is president of the Western Furniture Co. and the United Realty & Investment Co. and is interested in other enterprises as well as active in civic and fraternal movements. He is a past national president of the Fraternal Order of Eagles and is chairman of the Indiana Old Age Pension Commission.

### New Terminal Elevator at Amarillo.

The simple arrangement of a country elevator was retained in building a new terminal elevator with capacity of 225,000 bus. of small grain for the Central Grain & Elevator Co. on a side-track of the Santa Fe R. R. at Amarillo, Tex.

The new iron clad studded structure is 50x100 ft., 45 ft. to the eaves over the bins, 14 ft. from these to the distributing floor and 24 ft. more to the eaves of the cupola. All of the 49 bins are well rodded and the outside covering is of 28 gauge corrugated iron.

Two legs, each 111 ft. long, serve the bins and the two loading spouts. Each has capacity for 2,500 bus. per hour, using a 6-ply 14 in. rubber belt and Minneapolis V cups. An individual Fairbanks-Morse Inclosed Ball Bearing Motor pulls each leg, transmitting its power thru a belt to a pressed steel pulley on a jack-shaft and from there thru reduction gears on the head-shaft. The head-shaft, jack-shaft and boot-shaft all run on SKF Ball bearings. A Strong-Scott Back-Stop is used on the jack-shaft. Each leg has a turn-head to drop grain into an individual 10-bu. Richardson Automatic Registering Scale with 150-bu. garner beneath for loading into cars. Weller Distributing Spouts are used to serve the bins and bin spouts.

White Star Manlifts work next to the leg on either side of the house.

On the work-floor is an Eureka Oat Clipper with capacity for 1,500 bus. per hour, and an Eureka Cleaner with capacity for 2,500 bus. per hour. One 35-h.p. Fairbanks-Morse Inclosed Motor is used to operate both of these machines. Both machines are fitted with SKF Ball Bearings.

A Hess Outside Drier is attached to the west end of the building.

An Ehsam car Puller and two Ehsam Power Shovels are used for unloading cars. Their capacity is 20 cars in a 10 hour day. Fairbanks-Morse Inclosed Motors operate these machines. Loading capacity thru the two loading spouts is equal to the unloading capacity.

A 10-ton truck scale is provided for incoming wagon or truck loads of grain. These are dumped by a Strong-Scott Truck Lift over a Steel Grate. A 2 h.p. Fairbanks-Morse Motor keeps a sufficient supply of compressed air in the tank. Most of the machinery in the elevator was supplied by White Star Co.

A few feet from the elevator is a 50x150 ft. frame, iron-clad warehouse for sacked stuff. This has an unloading platform and has slides to the concrete floor from car door level. In the front part of this building is an office for the superintendent.

The Central Grain & Elevator Co., Inc., was organized with \$60,000 capital stock last February to operate this house. Its officers are Lester Stone, pres.; S. A. Jones, vice-pres.; E. I. Barnett, treas.; C. C. Ridings, sec'y. All are experienced grain men and some of them have extensive country elevator interests. The success of the new project is assured.

An illustration of the elevator which has unusual lines is presented on the outside front cover.

### Certification of "New Crop" Wheat.

The notation "New Crop" will be permitted on certificates of grade until Dec. 31, 1929, under an announcement just made by the federal grading supervision.

The purpose is to aid exporters when foreign buyers desire to contract for new crop.

For the sake of uniformity the department, just as soon as wheat of this year's crop is available, will prepare type samples for the purpose of illustrating the line between wheat which is entitled to the certification new crop and that which is not. These type samples will be furnished to the inspection department at the various ports and to such other inspection departments as may need them.



Otto P. Deluse, President-elect, Indianapolis Board of Trade.



# What's the Matter?

[From an Address by A. E. Reynolds of Crawfordsville before the Indiana Grain Dealers Ass'n]

Maybe I don't know all that is the matter. In fact, I am quite ready to concede that I do not. The public is prone to complain about conditions, but rarely seeks causes. I shall try to show some of the causes for What is the Matter.

It must be apparent that I am referring to the real live subject of farm depression. No one can successfully deny that farming and other business enterprises most closely related to farming are much below par and not even in a remote degree enjoying the boasted prosperity of the general business of the country. Next to dirt farming itself, the most keenly affected industry is the grain business. In recent years millions of capital and unlimited energies engaged in grain business have brought little or no reward. I now revert to my opening remark—What's the Matter?

As President Hoover has aptly said, the farm problem is not just a problem, but a multitude of problems. Nearly every economic condition now existing can be traced back to the World War. In general the farm problem can be so traced; I think, however, that some of the causes of the present farm condition can be traced to the ten-year period preceding the war.

About fifteen years ago in addressing the Grain Dealers Convention in Omaha I said that the grain industry at that time was handling crops in the aggregate of four to five billions of bushels with fair export demands and predicted that within the next twenty years it must be prepared to handle crops of from six to seven billions of bushels, with possibly little or no export demand. James J. Hill, the great railroad magnate of St. Paul, the same day came out in a startling interview in which he said that the American people were facing a great food problem; he further said that consumption was rapidly overtaking production and that something must be done to increase grain production to avoid a food famine. As against my puny prediction of great increase in grain production and lack of export, Mr. Hill's prophecy was startling. Mr. Hill has long since passed to the Great Beyond without experiencing the fulfillment of his prophecy. The seven billion production has become a fact and the American people find themselves confronted with too much grain rather than a famine.

**Overproduction:** This brings me to one thing that is said to be the matter—overproduction. We know that production was overstimulated during the war. We also know that production has been greatly increased by improved machinery and methods. But from whatever causes, we know there is more grain constantly offered for sale than can be sold at high prices. In other words, grain prices are now at the mercy of the consumer. It is commonly argued that the farmer has nothing to say as to the prices he gets for his grain. That is equally true of all handlers of grain. When there are more sellers than buyers the buyer actually controls the price.

The increase in grain production within the past twenty years is easily explained. The Federal Government and the individual states have all waged vigorous campaigns to increase production through introduction of scientific methods of farming. Improved machinery has also played a conspicuous part. The great increase in production was just what was eagerly sought and confidently expected. In many cases grain is now being produced by the farmer at a loss or at least at no profit. It is hard to understand WHY he keeps increasing that production, and yet it must be remembered that he has had every public agency encouraging him to do so, and that in most cases there is nothing else he can do with his land.

This great increase in production has come about in spite of the fact that during the past twenty years the rural population has decreased by more than five millions. In 1910 about 33% of our people lived on farms—now less than 25% live there.

**Consumption Reduced:** Now if increased production has come about from purely natural and accountable causes, there are no mysteries about that side of the problem. But why too much grain? It is quite clear that there is a lack of consumption. During the overstimulated production and unprecedented consumption in war times, the American people voted the Eighteenth Amendment and Congress passed the Volstead Act. Both of these measures were almost unanimously supported by the farmers. These two causes reduced the consumption of grains more than 700,000,000 of bushels beside the enormous decrease in consumption of various other kinds of products that formerly went into the manufacture of malt, spirituous and vinous liquors. I am not concerned here with the moral or ethical side of that great question. Too much is daily being said and experienced on that side of the dry question. I am dealing with the economic side as it has affected the

grain consumption and as it affects the farmer.

It is said that the loss of public revenue and cost of enforcement amounts to \$936,000,000 annually. The farmer and grain industry somewhere in the eternal fitness of things must bear their share of this loss. If the farmer in voting the Eighteenth Amendment has voted himself out of the market for seven hundred millions of bushels of grain and untold quantities of other farm products, and has caused him to assume his proportion of a billion dollars of lost revenue and cost of enforcement, he should realize that he is in a measure to blame for the condition which these changes have brought about.

The second great loss in consumption of grain can be traced to the automobile and truck. Who, thirty years ago, could have written a true prophecy of the Romance of Gasoline power applied to industry? Jules Verne in his "Twenty Leagues Under the Sea" provisioned the "U" boat, and Darius Green when he jumped from the top of the barn with his wooden wings, had a faint vision of the flying machine, but no one in past days has written an appropriate epitaph of the vanishing horse nor portrayed in the slightest degree the advent of gasoline power. The rapidly vanishing horse and the advent of gasoline have left the American grain industry with more than a billion bushels of grain without a profitable market, to say nothing of the vast increase in production made possible by the use of gas power.

While the Eighteenth Amendment, the Volstead Act and gasoline were all conspiring to defeat J. J. Hill's prophecy of famine, another influence of minor importance came along—the get thin and keep thin craze struck our people, particularly our women. Sylph-like women have decreased wheat consumption by a paltry one hundred and twenty millions of bushels—a matter of minor consequence except to the men who admire fat women.

While these causes were and are working disaster to our consumptive demand, our export situation is yearly growing worse and worse. As the foreign countries recover more and more from the devastating effects of the war, they are turning with renewed efforts to the production problem and ere long many of them may become exporters of grains rather than importers.

While all of these causes are conspiring to reduce consumptive demand for grains, the government and states through all known instrumentalities are striving to increase production and our national conservation department is urging more boulder dams and swamp land drainage.

**25% of Consumptive Demand Lost:** If our consumptive demand for grain has been reduced seven hundred millions of bushels by the dry movement and one billion by gasoline, and over a hundred million by the slender woman movement, or eighteen hundred millions altogether, it is quite easy to see that 25% of our consumptive demand has been lost. Beside our export demand is daily becoming more uncertain. In face of all this, it is not at all difficult to see What's the Matter.

I have tried to give you incontrovertible facts as to some of the things that are the matter. We all know of more. What we are mostly interested in is What can be done about it? Here we all become dumb and our tongues cleave to the roofs of our mouths. It is a free-for-all say and I will give you a few of my own puny ideas.

**Our government should desist from all reclamation of arid swamp lands for a period of at least fifty years.** Let posterity benefit from some of the wealth buried in the sunken sands of the desert and the waterlogged dismal swamps.

I would favor a strict control of acreage to be planted in various grains. To do this will require long years of experiment and study, but it can be done and it cannot be done too quickly to meet the dire emergency in the near offing.

If a way can be found to shorten and cheapen the route from the farm to the table of the consumer, I am for that way. There seems to be a great disparity between farm prices and consumer's prices, yet I seriously doubt the possibility of diminishing that disparity.

**On the other hand,** high-priced labor and other aristocrats of our population are not paying enough for their food in the raw state. It will require strong measures to force them to pay more as long as there is overproduction and the markets at the mercy of the buyer.

I haven't space nor time here to go into my ideas of how production and handling of food supplies can be controlled, but I believe it can and will be done. All other human necessities are few and trivial when compared with our food supplies from which we must draw our three meals a day.

I have never favored the government going into business, but I am fast arriving at the conclusion that the government is as much justified in going into farming and grain controlling business as it has in steel and other manufacturing business through the subterfuge of the tariff.

I can't see the fairness of labor drawing thirteen to fourteen dollars a day of eight hours, five-day weeks, in manufacturing things for the farmer to buy at correspondingly high prices and while doing so subsist on food supplied by the farmer working for two or three dollars per day of twelve to fourteen hours, six-day weeks, and oftentimes for nothing.

I have always been a hide-bound, rock-ribbed Republican, but I am losing faith in a tariff medicine that makes coddled overfed idlers out of 76% of our people and underpaid peasants out of the other 24%. I have been charged with being an unnecessary middleman, hence belong to the 76%, but I am constrained to say that my business as a grain handler has been as adversely affected as dirt farming itself.

**President Hoover,** with the very best of good intentions, called a special session of Congress to deal with the Farm Problems through tariff and special farm legislation. Great progress has been made in carrying out these objects. Whether the results will greatly benefit the farm and grain situation remains to be seen. Personally I am making no forecasts. I have great hopes for the final working out of the stabilizing feature of the bill.

One thing is quite certain—a law has been passed. The almost endless discussion on a Farm Relief Bill has at last been translated into action. It is hard to conceive that eight men, such as the President will appoint on the Farm Board, working toward one end and with five hundred million dollars of public money to aid them in accomplishing their aim, will not be able to do some good for the farmer.

Many changes have to be made in the law. These will doubtless be recommended by the high-class board which the President will appoint. A step forward has been made and all loyal citizens should give their earnest support to the Farm Board in helping it work out a solution of the vexing problem.

I bespeak the earnest co-operation of the grain trade in helping along the great cause. We may not be adversely affected as it at first seemed. The board will need the advice and help of experienced grain men who have brought the industry up to its present high state.

I see nothing in the proposed tariff bill to enable the farmer to buy what he requires cheaper. I do see in it a twenty-five to fifty per cent advance in import duty on some articles which are wholly used by farmers. I see in it chances for some manufacturers to advance prices on their products, which may soon become necessary to meet the insatiable demands of labor.

## Europe Will Protect Its Wheat Growers.

France and Italy have both issued decrees increasing the duty on wheat. In the case of France the duty is increased from 37 to 58 cents per bushel, and in that of Italy from 58 to 74 cents per bushel. While no announcement has been made to that effect, it would seem that this action must have been influenced by the temporary export bounty on wheat which the railways of North America have granted through reduced rates on the initiative of the United States government.

It is probable the governments of France and Italy have determined that prices obtainable by their farmers for domestic wheat should not be adversely affected because the cost of delivering North American wheat was to be reduced for a few weeks, or because of the effect on general price levels of North America's evident anxiety to unload. Whether or not this was the chief actuating motive in these particular instances, it is clear that the farmers in these countries will not feel adverse effects from the action taken in North America.

Artificial measures in one part of the world can nearly always be neutralized, in part at least, by artificial measures in other countries. The principal countries on the continent of Europe intend to preserve their own wheat growing industries and obviously are prepared to go to extreme lengths to accomplish that object.—*Grain Trade News.*

Grain elevators are now being considered by some of leading warehousemen with driers for rice.—J. P. Hoyt, Estherwood, La.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Eliminate Bad Accounts Thru Brokers.

*Grain Dealers Journal:* One of the failings of brokers complained of by the country grain dealers is the disposition on the part of brokers to take someone's bid and send it to the country whether the bidder is responsible or not.

Some country grain dealers are disposed to refuse to trade thru brokers for this reason. If the broker sends a bid to a country grain dealer and the dealer accepts, and draws draft and the receiver refuses to pay the draft in full for the amount of grain shipped it may be a long time and often is a long time before the dealer receives final settlement.

If the brokers would limit themselves to handling the bids of responsible firms able to meet their drafts or would themselves be responsible for any failure of the bidder, the country dealers would be much better off.

It would seem that the grain dealers ass'n should be able to do something about this—Texhoma Elevator Co., Texhoma, Okla.

### Hay Ass'n Will Meet at Toledo

Business and recreation share honors in the "Let's Go" convention of the National Hay Ass'n to be held July 8, 9 and 10 in Toledo, O.

Prominent speakers include Charles B. Rader, sec'y St. Louis Merchants' Exchange; Grove Patterson, editor Toledo Blade; Robert Dunn, v. pres. Ohio Savings Bank. Stanley L. Krebs will be the speaker at the banquet July 8.

Entertainment features include a lake boat trip, Grand Circuit racing, sightseeing tour and golf.

### Pool Bubble Burst Before Full Blown.

The Midwest Grain Marketing Ass'n, the newest Nebraska and Wyoming wheat pool, has failed in its proposal to operate on the 1929 crop.

The pool failed because farmers refused to sign on the dotted line to surrender their control of the grain they raise for 5 years. All contracts provided against operation until 50% of the acreage was controlled.

The refusal of the farmers came despite speeches at organization meetings dealing with such pleasant sums as "\$500,000,000 about to be appropriated at Washington," which were described as good things by the promoters at the meetings.

The announcement of the failure comes in sharp contrast to "warnings" issued to the farmers in the sucker talks that the pool would "have to be careful" not to raise the price of wheat too high or people wouldn't be able to buy it.

This failure, along with the fact that the older Nebraska pool, now in court defense of itself against legal attacks of irate farmer-members, has agreed to suspension of its contracts for the present crop leaves farmers who grow the grain the privilege of selling it. Thus it appears that this year there will be no local fifth wheel efficiency grafted upon a marketing system that has developed upon standards of proven usefulness.

Organization speeches of the boom boom boys dwelt upon the possibility of the government furnishing more money for storage and storage facilities, thus putting the pool into the storage business. This was included in the sales talk despite the unpleasant experiences of those farmers who last season followed political advice and held their crop until farmer-friend politicians had stumbled upon a most auspicious time to emphasize before the buyers of the world that there was a big surplus.

Experiences of farmers who have entered court against the older pool probably stirred the waters enough to keep a new hatch from jumping joyously at the soothing bait of influencing world prices, dangling at pool meetings.

Officers of the pool are: Pres., Ernst Peterson, Axtell, Neb.; first vice pres., W. Frank Cogdill, Manville, Wyo.; second vice pres., E. C. Keister, Auburn, Neb.; treas., A. G. McCoy,

Crawford, Neb., and sec., L. S. Hurst of Bethany, Neb.

The pool was hailed by its promoters as the largest co-operative marketing organization in the United States.

### Grain Inspection at Country Points.

BY E. L. MORRIS

Federal standards for wheat have been effective since the 1917 crop; standards for most of the other grains have been established since then. Country buyers and producers should study these grades which are very similar to those used under the old grading rules. The Federal grades, however, are more specific and definite than the grades previously in use and the Federal grades are in use in every market of the United States. It is believed that they are so easily understood provided a little study is given to the subject, that the average person can with a satisfactory degree of accuracy determine the grade of his grain before it leaves his elevator.

A grain shipper should know the grade and dockage of any car lot before forwarding. He should always have a grain trier in readiness so that when a car of grain is loaded, he can immediately draw a representative sample of the entire load. With the usual grain-grading apparatus, such as weight per bushel tester, moisture machine, kicker, sieve and scales, found around country grain elevators, the operators can then determine the dockage, moisture, weight per bushel, and such other factors as decide the grade, if only a reasonable amount of care is exercised. The operator will then know what grade to expect at the terminal. A shipper who follows this procedure will always know whether to ask for re-inspection or appeal should the grade assigned to his grain at the terminal fail to meet his expectations; and by this means he will be in an excellent position to demand the true value of his grain.

Following up this matter of inspecting grain at the country elevator, if country buyers would make a practice of applying the grading rules more generally in their purchases from producers, not only would producers learn more about grading standards, but much of the hazard in buying and handling grain would be eliminated and the shippers' grades would more often agree with those given by the grain inspectors to car lots on arrival at the terminal markets.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

July 25. Michigan Grain, Feed and Hay Dealers Ass'n at Hotel Bancroft, Saginaw, Mich.

June 26-28. American Seed Trade Ass'n at Chicago, Ill.

June 27-28. Eastern Federation of Feed Merchants, Alexandria Bay, Thousand Islands

July 8-9. National Hay Ass'n, Toledo, O.

Aug. 15-16. New York State Hay & Grain Dealers Ass'n, Onondaga Hotel, Syracuse.

Oct. 14-16.—Grain Dealers National Ass'n. Hotel Pere Marquette, Peoria, Ill.

Shredding corn stalks or putting corn in a silo has been found to be unusually effective against the corn borer in tests at the Iowa station.

### "To Arrive" Rule Under Consideration.

Complaints having been made against the operation of the "To Arrive" rule a special com'te has been appointed to investigate the merits of the rule.

The com'te will make its report to the directors of the Chicago Board of Trade, and is composed of E. S. Westbrook, G. W. Hales, E. M. Combs, C. S. Beach and J. R. Leonard.

The rule was adopted by the Board of Trade about 16 years ago; and the Kansas City Board of Trade soon after copied the rule, but several years ago repealed it because other points were using the published Kansas City bids as a basis to bid just enough higher to get the grain away from Kansas City.

The rule has passed the test of the federal court, which several years ago gave a decision that the Chicago rule was not in restraint of trade.

Opinion on the advantages and disadvantages of the rule is divergent, some members of the Board having been against the rule, and others as strongly in favor of it, but since the matter has been turned over to the special com'te for study and consideration they prefer to say nothing.

The rule reads as follows:

**331. Grain to Arrive.**—The board shall maintain a desk in the exchange hall in charge of a reporter, to whom, during regular trading hours, bids may be submitted to buy grain to arrive. Members desiring to buy grain to arrive during such hours, must submit bids to the reporter, who shall immediately post on a blackboard the highest bids submitted. All bids shall specify the kind of grain, the billing, the grade, the price and the time of shipment. The posting of a higher bid cancels all lower bids for the same grade of the same grain for the same shipment. Unaccepted bids may be withdrawn by notice to the reporter, and shall promptly be erased from the blackboard. The highest unwidrawn bid constitutes an open offer to buy, which may be accepted by any other member who may compel the bidder to take at least one carload. The last posted and unwidrawn bids at the close of the regular market shall constitute the closing prices of the day for the particular grades, billing and shipments specified in such bids.

**332. Bids During Session.**—During the session, members are prohibited from bidding the country for grain to arrive at prices in excess of the last posted prices less the following minimum charges; on purchases from non-members, one per cent on all grain, with minimum charges of 1½ cents per bushel on wheat and rye, 1 cent per bushel on corn, and ¾ cent per bushel on oats; on purchases from members ¾ of one per cent on all grain, with minimum charges of 1 cent per bushel on wheat and rye, ¾ cent per bushel on corn, and ½ cent per bushel on oats.

**333. Bids After Session.**—After the session, members are prohibited from bidding the country for grain to arrive at prices in excess of the closing prices of the day less the minimum charges above specified, except as follows: A member having a bona fide bid from a buyer in Chicago in excess of any closing price may bid the country such bid price less the regular charges. A member who has made bona fide bids to not less than five members in the cash grain business in excess of any closing price may bid the country the price named in such bids less the regular charges. Members thus bidding in excess of any closing price must file with the secretary before 8:00 a. m. of the following day, a statement showing the prices at which they bid the country, and the facts justifying such bids under this rule.

### Weeding Out the Snowbirds.

The combine harvester is helping to weed out the snowbird in Oklahoma. The snowbird or scooper is unable to handle anything but grain that is in condition for immediate safe shipment. He has no equipment with which to condition or mix it.

Another means for handling snowbirds becoming more commonly practiced is to wait until one such gets a car half full of wheat, then suddenly raise the price to track bids and take all the grain for a few days, letting his car go on demurrage. This sickens him of the deal in a hurry.

Too often a snowbird comes into a town, sets up his scale and equipment, then goes to the elevators and finds out how much they are willing to pay him to leave. If this graft proves successful he moves on to the next town, and does the same thing over again.



# The Agricultural Marketing Act

The approval by the President June 15 of the "Agricultural Marketing Act" marks the first venture of the United States government into the uncharted seas of price control.

Possessing only such powers as are expressly delegated to it by the Constitution, all others being retained by the states, the Federal Government is without power to engage directly in the purchase and sale of commodities in time of peace; and therefore will operate by means of loans to co-operative companies and stabilization corporations, the Government to pay the losses of the stabilization corporations by a so-called insurance agreement.

Altho a stabilization corporation is to be composed only of a combination of co-operative companies, the corporation is empowered to handle unlimited quantities of commodities bought of non-members.

Altho not expressly stated, the Federal Farm Board will be in a position to dictate the price to be paid by a stabilization corporation, as if in the opinion of the Board the price is too high and in its judgment will not further the policy declared in section 1 of the law, it may demand a lower price to discourage production of increased surpluses.

The new law is published herewith in full, and it is suggested that readers preserve this number of the Journal for reference.

June 18 the President signed the bill appropriating \$151,500,000 for the immediate use of the new Federal Farm Board, created by the law.

**H. R. 1, An Act to establish a Federal Farm Board to promote the effective merchandising of agricultural commodities in interstate and foreign commerce, and to place agriculture on a basis of economic equality with other industries.**

## DECLARATION OF POLICY.

Sec. 1. (a) That it is hereby declared to be the policy of Congress to promote the effective merchandising of agricultural commodities in interstate and foreign commerce, so that the industry of agriculture will be placed on a basis of economic equality with other industries, and to that end to protect, control and stabilize the currents of interstate and foreign commerce in the marketing of agricultural commodities and their food products—

(1) By minimizing speculation.  
(2) By preventing inefficient and wasteful methods of distribution.

(3) By encouraging the organization of producers into effective ass'ns or corporations under their own control for greater unity of effort in marketing and by promoting the establishment and financing of a farm marketing system of producer-owned and producer-controlled cooperative ass'ns and other agencies.

(4) By aiding in preventing and controlling surpluses in any agricultural commodity, thru orderly production and distribution, so as to maintain advantageous domestic markets and prevent such surpluses from causing undue and excessive fluctuations or depressions in prices for the commodity.

(b) There shall be considered as a surplus for the purposes of this Act any seasonal or year's total surplus, produced in the United States and either local or national in extent, that is in excess of the requirements for the orderly distribution of the agricultural commodity or is in excess of the domestic requirements for such commodity.

(c) The Federal Farm Board shall execute the powers vested in it by this Act only in such manner as will, in the judgment of the board, aid to the fullest practicable extent in carrying out the policy above declared.

## FEDERAL FARM BOARD.

Sec. 2. A Federal Farm Board is hereby created, which shall consist of eight members to be appointed by the President, by and with the advice and consent of the Senate, and of the Secretary of Agriculture, ex officio. In making the appointments the President shall give due consideration to having the major agricultural commodities produced in the United States fairly represented upon the board. The terms of office of the appointed members of the board first taking office after the date of the approval of this Act shall expire, as designated by the President at the time of nomination, two at the end of the first year, two at the end of the second year, one at the end of the third year,

one at the end of the fourth year, one at the end of the fifth year, and one at the end of the sixth year after such date. A successor to an appointed member of the board shall have a term of office expiring six years from the date of the expiration of the term for which his predecessor was appointed, except that any person appointed to fill a vacancy in the board occurring prior to the expiration of the term for which his predecessor was appointed, shall be appointed for the remainder of such term. One of the appointed members shall be designated by the President as chairman of the board and shall be the principal executive officer thereof. The board shall select a vice chairman who shall act as chairman in case of the absence or disability of the chairman. The board may function notwithstanding vacancies, and a majority of the appointed members in office shall constitute a quorum. Each appointed member shall be a citizen of the United States and shall not actively engage in any other business, vocation or employment than that of serving as a member of the board; nor shall any appointed member during his term of office engage in the business (except such business as is necessary to the operation of his own farm or farms) of buying and selling, or otherwise be financially interested in, any agricultural commodity or product thereof. Each appointed member shall receive a salary of \$12,000 a year, together with necessary traveling and subsistence expenses, or per diem allowance in lieu thereof, within the limitations prescribed by law, while away from his official station upon official business.

## ADVISORY COMMODITY COMMITTEES.

Sec. 3. (a) The board is authorized to designate, from time to time, as an agricultural commodity for the purposes of this Act (1) any regional or market classification or type of any agricultural commodity which is so different in use or marketing methods from other such classifications or types of the commodity as to require, in the judgment of the board, treatment as a separate commodity under this Act; or (2) any two or more agricultural commodities which are so closely related in use or marketing methods as to require, in the judgment of the board, joint treatment as a single commodity under this Act.

(b) The board shall invite the co-operative ass'ns handling any agricultural commodity to establish an advisory commodity committee to consist of seven members, of whom at least two shall be experienced handlers or processors of the commodity, to represent such commodity before the board in matters relating to the commodity. Members of each advisory committee shall be selected by the co-operative ass'ns from time to time in such manner as the board shall prescribe. No salary shall be paid to committee members but the board shall pay each a per diem compensation not exceeding \$20 for attending committee meetings called by the board and for time devoted to other business of the committee authorized by the board, and necessary traveling and subsistence expenses, or per diem allowance in lieu thereof, within the limitations prescribed by law for civilian employees in the executive branch of the Government. Each advisory committee shall be designated by the name of the commodity it represents, as, for example, the "Cotton Advisory Committee."

(c) Each advisory committee shall meet as soon as practicable after its selection, at a time and place designated by the board. Each advisory committee shall meet thereafter at least twice a year upon call of the board, and may meet at other times upon call of a majority of the members thereof. Each advisory committee shall select a chairman and secretary.

(d) Each advisory committee may by itself or thru its officers, (1) confer directly with the board, call for information from it, or make oral or written representations to it, concerning matters within the jurisdiction of the board and relating to the agricultural commodity, and (2) co-operate with the board in advising the producers thru their organizations or otherwise in the development of suitable programs of planting or breeding in order to secure the maximum benefits under this Act consistent with the policy declared in section 1.

## GENERAL POWERS OF BOARD.

Sec. 4. The board—

(1) Shall maintain its principal office in the District of Columbia, and such other offices in the United States as in its judgment are necessary.

(2) Shall have an official seal which shall be judicially noticed.

(3) Shall make an annual report to Congress upon the administration of this Act and any other matter relating to the better effectuation of the policy declared in section 1, including recommendations for legislation.

(4) May make such regulations as are necessary to execute the functions vested in it by this Act.

(5) May appoint and fix the salaries of a secretary and such experts, and, in accordance with the Classification Act of 1923, as amended, and subject to the provisions of the civil service laws, such other officers and employees, as are necessary to execute such functions.

(6) May make such expenditures (including expenditures for rent and personal services at the seat of government and elsewhere, for law books, periodicals and books of reference, and for printing and binding) as are necessary to execute such functions. Expenditures by the board shall be allowed and paid upon the presentation of itemized vouchers therefor approved by the chairman of the board.

(7) Shall meet at the call of the chairman, the Sec'y of Agriculture, or a majority of its members.

## SPECIAL POWERS OF BOARD.

Sec. 5. The board is authorized and directed—

(1) To promote education in the principles and practices of co-operative marketing of agricultural commodities and food products thereof.

(2) To encourage the organization, improvement in methods, and development of effective co-operative ass'ns.

(3) To keep advised from any available sources and make reports as to crop prices, experiences, prospects, supply and demand, at home and abroad.

(4) To investigate conditions of overproduction of agricultural commodities and advise as to the prevention of such overproduction.

(5) To make investigations and reports and publish the same, including investigations and reports upon the following: Land utilization for agricultural purposes; reduction of the acreage of unprofitable marginal lands in cultivation; methods of expanding markets at home and abroad for agricultural commodities and food products thereof; methods of developing by-products of and new uses for agricultural commodities; and transportation conditions and their effect upon the marketing of agricultural commodities.

## \$500,000,000 REVOLVING FUND.

Sec. 6. There is hereby authorized to be appropriated the sum of \$500,000,000 which shall be made available by the Congress as soon as practicable after the approval of this Act and shall constitute a revolving fund to be administered by the board as provided in this Act.

## LOANS TO CO-OPERATIVE ASS'NS.

Sec. 7. (a) Upon application by any co-operative ass'n the board is authorized to make loans to it from the revolving fund to assist in—

(1) The effective merchandising of agricultural commodities and food products thereof;

(2) The construction or acquisition by purchase or lease of physical marketing facilities for preparing, handling, storing, processing or merchandising agricultural commodities or their food products;

(3) The formation of clearing house ass'ns;

(4) Extending membership of the co-operative ass'n applying for the loan by educating the producers of the commodity handled by the ass'n in the advantages of co-operative marketing of that commodity; and

(5) Enabling the co-operative ass'n applying for the loan to advance to its members a greater share of the market price of the commodity delivered to the ass'n than is practicable under other credit facilities.

(b) No loan shall be made to any co-operative ass'n unless, in the judgment of the board, the loan is in furtherance of the policy declared in section 1 and the co-operative ass'n applying for the loan has an organization and management, and business policies, of such character as to insure the reasonable safety of the loan and the furtherance of such policy.

(c) Loans for the construction or acquisition by purchase or lease of physical facilities shall be subject to the following limitations:

(1) No such loan for the construction or purchase of such facilities shall be made in an amount in excess of 80 per centum of the value of the facilities to be constructed or purchased.

(2) No loan for the purchase or lease of such facilities shall be made unless the board finds that the purchase price or rent to be paid is reasonable.

(3) No loan for the construction, purchase or lease of such facilities shall be made unless the board finds that there are not available suitable existing facilities that will furnish their services to the co-operative ass'n at reasonable rates; and in addition to the preceding limitation, no loan for the construction of facilities shall be made unless the board finds that suitable existing facilities are not available for purchase or lease at a reasonable price or rent.

(d) Loans for the construction or purchase of physical facilities, together with interest on the loans, shall be repaid upon an amortization plan over a period not in excess of twenty years.

[Continued on page 816]



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont., June 12.—Spring, arriving early, lagged thru April and May. The soil was then beaten by heavy rains which, however, appear to have affected fall wheat but little. Generally speaking the crop looked promising from the disappearance of the snow onward to the end of May when warm growing weather set in. Estimates of damage to the wheat acreage from any cause in western counties were made from 5 to 10 per cent, despite excessive rainfall. All clovers looked particularly fine with the opening up of spring weather, but a cool and very wet stretch set in from the middle of April almost to the last week of May. Progress hoped for was retarded in low-lying or untiled fields. In this respect alfalfa figured more favorably, being grown as a rule in the higher land where it made satisfactory progress and displayed a splendid color. Most reports from western counties mentioned small injury by winter or spring weather. At the end of May the fields were all promising and showing excellent growth. Little signs of heaving were to be seen.—Ontario Dept. of Agriculture.

### ILLINOIS.

Stonington, Ill., June 21.—Wheat harvest will begin in this section in about ten days and wheat promises to make an average crop. Oats look fair while corn that was planted early looks fair, but half of crop is very late and went into a poor seed bed.—Stonington Elevator Co.

Springfield, Ill., June 13.—Corn planting on June 1 averaged about 75% completed, ranging from nearing completion in the central, east central and northern belt to 20% to 60% completed in the west central area and over the southern half of the state. For the state as a whole corn planting is about 10 days later than usual.—A. J. Surratt, agricultural statistician.

Springfield, Ill., June 14.—The rainfall during the week varied from moderate to excessive, fully meeting the need for moisture in the northern counties where corn shows improvement. Over much of the State it was too wet for planting and cultivation, and corn is weedy in many areas. Warm, dry weather is needed. Oats and winter wheat are spotted. Wheat is heading in the north, and the harvest has begun in the south where the crop is deteriorating as a result of too much rain. Early oats are heading in the north. This crop is largely good in the central division but much of it is poor in the southern.—Clarence J. Root, meteorologist.

### INDIANA.

Indianapolis, Ind., June 19.—Temperatures were more moderate, with some warm weather at the close of the week, that with fair sunshine, afforded better growing conditions generally; tho very heavy rains during the opening days left many areas too wet for field operations. Previously dry northern section received ample moisture. Winter wheat made fair to good progress. The crop is well headed generally and some was cut in the extreme south section. Warm dry weather is needed. Reports on oats were fairly satisfactory. Weediness has increased and short straw is complained of. Oats are heading in central section. Corn, tho needing warmer weather, made fair progress but plants generally are small and cultivation has been delayed in some sections. Barley made fair progress in the north.—J. H. Arrington, meteorologist.

Evansville, Ind., June 20.—Wheat cutting in southern and central Indiana began June 14, and it was expected that most of the fields would be harvested by June 30. While the acreage of wheat in Indiana is much less this year than it was last year, it is predicted that the yield will be much better. The warm weather during the last of May and early in June ripened the grain rapidly. The heads are well filled out and the quality of the grain is pronounced good. Most of the wheat will be

threshed from the shock this year and little of the crop will be stacked. A great deal of the wheat in the lowlands along the lower Wabash, White and Patoka rivers was either badly damaged or entirely drowned out by the floods and hard rains of a few weeks ago.—C.

### KANSAS.

Jetmore, Kan., June 6.—Crops are good in this section. Harvesting will start about June 25.—A. H. Ling.

### LOUISIANA.

Estherwood, La., June 22.—The early corn crop in Acadia parish and Louisiana as a whole has been cut short by dry weather in April but the late planting is growing fine and has reached the roasting ear stage. The crop will be above normal in three-fourths of the state. The rice crop, while generally late is making a good growth. The acreage is not as large as average. Some fields of early prolific rice are heading out and ready for harvest.—J. P. Hoyt

### MINNESOTA.

Rochester, Minn., June 14.—Wheat, barley, oats and rye are looking very good and corn looks the best in years and is very cleaner. June clover and alfalfa are going to be bumper crops. Good rain last night. John Maguire.

Minneapolis, Minn., June 19.—Weather conditions thruout the Northwest during the past week have been exceedingly unsettled. Temperatures have ranged from frosts to excessive heat. Rainfall has come in the form of showers, raining two or three times during the week in some localities and not at all in others and as a result crop conditions thruout the Northwest are spotted. Thruout the southern part of Minnesota and practically all of South Dakota wheat is jointed and in many districts headed out. The color continues good and the stand and growth is satisfactory. However, a heavy dockage crop is probable from North Dakota. The same condition applies to coarse grains. Barley and oats have made substantial progress during the past week, and in the southern half of the territory are jointed. Corn planting is completed, and while cut worms have done some damage, do not believe that the amount exceeds that of other years. Where warmer weather prevailed during the past week the plant has made rapid progress. Flax seeding is very nearly completed, although there are some districts in North Dakota that are awaiting further moisture before completing their seeding. The acreage has been materially increased, but on the other hand much of the early sown flax was damaged by cut worms and frost. However, the total crop of flax gives promise of being in excess of that of last year.—The Van Dusen Harrington Co., T. P. Heffelfinger.

### OHIO.

Enon, O., June 22.—The acreage of wheat is normal and the prospects are good.—X.

Brice, O., June 13.—We will have 100% wheat crop. Prospects for corn good.—Motz Cook Grain Co.

Harrod, O., June 13.—Good prospect on average acreage of wheat; none lost by winter kill. Kirby White & Son.

Fredericktown, O., June 14.—Wheat prospects are good; oats look good but acreage is very short. Corn is two weeks late and appears only fair.—H. W. Updike.

Bluffton, O., June 13.—Wheat acreage somewhat below normal, condition 90%. Corn acreage normal, condition 90%; oats acreage below normal, condition 80%.—Bluffton Milling Co.

Tippecanoe City, O., June 14.—The wheat thruout this section is in fine condition. We have about 80% of an average acreage.—The Detrick Grain & Milling Co., H. W. Putterbaugh.

Pickerington, O., June 14.—The wheat acreage is about 15% under normal with its condition 100%. No oats acreage out. Corn acreage normal, condition not so good, very small yet after a poor start.—Pickerington Mill Co.

Spencer, O., June 14.—We have about 80% of the average acreage of wheat; the growing condition is 95%. Have only about one-third of the usual oat acreage because of weather; more corn, buckwheat and soy beans planted.—A. H. Fuller.

Wooster, O., June 20.—The acreage of wheat is about normal and the condition is better than average. None was plowed. Oats acreage will be reduced and corn increased about 10%. Probably 10% of the wheat is remaining in farmer hands.—Chas. M. Fritz.

Wharton, O., June 14.—Would judge the wheat acreage is about 2,000 acres for our township, which is larger than ordinary. The yield will be extra good. No wheat was plowed up. The yield, would judge, will be about 25 bus. and perhaps more.—Cramer Elevator.

Rising Sun, O., June 14.—Wheat acreage same as last year with a condition of 80%. None plowed up. Corn acreage is average with the crop four weeks late. Oats acreage 60% and the condition is poor, looks yellow.—The Farmers Commercial Grain & Seed Co., Geo. C. Grover.

Utica, O., June 22.—The wheat thru this section looks very well and there is a normal acreage, none of it being abandoned. The corn crop here looks fair, some fields extra good but others just fair. The acreage is normal. Oats crop is below average and the acreage is below normal.—Geo. Branstool.

### OKLAHOMA.

Hydro, Okla., June 19.—Acreage about the same as last year. Yield is better. None plowed up.—L. L. West.

Hooker, Okla., June 21.—Three or four combines started working on the wheat yesterday. The first loads brought in appeared to be in fine condition, testing from 60 to 62 lbs. per bu. The first run tested 14.6% moisture but later loads were lower.—Joe Mason, Hopkins & Mason.

Enid, Okla., June 22.—An 800 mile trip thru the Panhandle of Texas and Oklahoma shows

## Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at the following markets for the past two weeks have been as follows:

	June 10.	June 11.	June 12.	June 13.	June 14.	June 15.	June 17.	June 18.	June 19.	June 20.	June 21.	June 22.	June 24.
<b>WHEAT.</b>													
Chicago	109 1/2	111 1/4	110 1/4	111 1/4	111 1/4	112 1/4	110	111 1/4	113 1/4	116 1/4	116 1/4	118 1/4	119 1/4
Kansas City	102 1/2	104 1/4	102 1/4	103 1/4	103 1/4	104 1/4	101 1/4	102 1/4	105 1/4	108	108 1/4	110 1/4	111 1/4
St. Louis	108 1/2	111	108 1/2	109 1/2	110 1/2	111 1/2	108 1/2	109 1/2	112 1/2	114 1/2	115 1/2	117 1/2	118 1/2
Minneapolis	106 1/2	109 1/2	107 1/2	108 1/2	108 1/2	109 1/2	107	107 1/2	110 1/2	113	112 1/2	115 1/2	116 1/2
Duluth (dum)	97 1/2	99 1/2	98 1/2	100 1/2	100 1/2	100 1/2	98 1/2	99	101 1/2	104	104 1/2	105 1/2	107
Winnipeg*	112 1/2	114 1/2	112 1/2	113 1/2	114 1/2	116	113 1/2	114 1/2	116 1/2	119 1/2	119 1/2	122	124 1/2
Milwaukee	110	111 1/2	110 1/2	111 1/2	111 1/2	112 1/2	110 1/2	111 1/2	113 1/2	116 1/2	116 1/2	118 1/2	119 1/2
<b>CORN.</b>													
Chicago	90 1/4	91 1/2	91	91 1/2	91 1/2	91 1/2	90 1/2	91 1/2	92 1/2	93 1/2	92 1/2	93 1/2	93 1/2
Kansas City	87	88 1/4	88 1/4	88 1/2	88 1/2	88 1/2	87 1/2	87 1/2	88 1/2	89 1/2	89 1/2	90 1/4	90 1/4
St. Louis	93	92 1/2	92 1/2	93 1/2	94	92 1/2	92 1/2	92 1/2	93 1/2	95	94 1/2	95 1/2	95 1/2
Milwaukee	90 1/2	91 1/4	91	91 1/4	91 1/2	91 1/2	90 1/2	91 1/2	92 1/2	93	92 1/2	93 1/2	93 1/2
<b>OATS.</b>													
Chicago	42 1/2	43 1/2	42 1/2	43 1/2	43 1/2	43 1/2	42 1/2	42 1/2	43 1/2	43 1/2	43 1/2	44 1/2	44 1/2
Minneapolis	40 1/2	41 1/2	40 1/2	41 1/2	41 1/2	41 1/2	40 1/2	40 1/2	41 1/2	41 1/2	41 1/2	41 1/2	41 1/2
Winnipeg*	48	49	48 1/2	49 1/2	49	49 1/2	48 1/2	49	51 1/2	50 1/2	50 1/2	52 1/2	53
Milwaukee	42 1/2	43 1/2	42 1/2	43 1/2	43 1/2	43 1/2	42 1/2	42 1/2	43 1/2	43 1/2	44	44 1/2	44 1/2
<b>RYE.</b>													
Chicago	86 1/2	85 1/2	85 1/2	85 1/2	86 1/2	86 1/2	85 1/2	86 1/2	87 1/2	89 1/2	89 1/2	91 1/2	92 1/2
Minneapolis	81	81 1/4	81	82	82 1/2	81 1/2	80 1/2	80 1/2	82 1/2	85 1/2	86	88 1/2	89
Duluth	83 1/4	84	83	83 1/2	83 1/2	84 1/2	82 1/2	83	84 1/2	86 1/2	87	88 1/2	89 1/2
Winnipeg*	86	87 1/2	85 1/2	86 1/2	87 1/2	88 1/2	86 1/2	87	88 1/2	91 1/2	90 1/2	93 1/2	95 1/2
<b>BARLEY.</b>													
Minneapolis	59 1/4	60 1/2	60 1/2	60 1/2	60 1/2	60	59 1/2	59 1/2	60 1/2	61 1/2	60 1/2	61 1/2	61 1/2
Winnipeg*	67 1/4	67 1/2	67 1/2	68 1/4	68 1/2	68 1/2	67 1/2	67 1/2	68 1/2	69	69 1/2	70 1/2	70 1/2

\*October futures.



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Plainview, Tex., June 14.—The first car of new wheat arrived here today.

Harrod, O., June 13.—No grain in hands of farmers or elevator.—Kirby White & Son.

Pickerington, O., June 14.—Very little grain of any kind left on farms.—Pickerington Milling Co.

Hydro, Okla., June 19.—About 10% of old wheat is in hands of farmers and stored.—L. L. West.

Wilton, N. D., June 20.—More than the average grains in farmers hands.—Wilton Elevtr. Co., J. A. Schroeder, mgr.

Dalhart, Tex., June 8.—In farmers hands 15% of kafir and milo, none of wheat, and corn 5%.—E. G. Beall Grain Co.

Wesley, Ia.—About 25% of grain is in farmers hands, including corn, barley and oats.—F. J. Wellik, mgr., Kunz Grain Co.

Kress, Tex., June 10.—Very little grain in the farmers' hands in this territory.—Farmers Mill & Elevtr. Co., Albert Buhrkeehl.

Bluffton, O., June 13.—No wheat in farmers' hands altho they have about 20% of the corn and 10% of the oats.—Bluffton Milling Co.

Rising Sun, O., June 14.—Considerable old corn in farmers' hands but no wheat and very little oats.—Farmers Commercial Grain & Seed Co., Geo. C. Grover.

Fort Worth, Tex., June 10.—The first car of new wheat was received here today, two days earlier than last year. The car graded No. 2 red winter and weighed 58.3 lbs.

Vancouver, B. C., June 14.—From the crop year, beginning last Aug. 1, to June 1 88,341,597 bus. of grain were shipped from here as compared with 72,222,564 bus. a year ago.

Enid, Okla., June 22.—Movement of wheat has begun at several points and next week the big rush will be in progress. Farmers are showing little disposition to store.—E. W. M.

Wichita, Kan., June 14.—The first car of 1929 wheat arrived here today from Temple, Okla., and was reshipped to Kansas City, Mo. The first binder went into action near here today.

Goodwell, Okla., June 20.—We shipped our first car of new wheat today. It was an 80,000-lb. car, testing 59 lbs. per bu. and carrying a little moisture, billed to Fort Worth.—G. N. Mallett, Farmers Elevtr. Co.

St. Joseph, Mo.—Receipts at St. Joseph for May, in bus., were wheat, 257,600; corn, 567,000; oats, 60,000; rye, 1,500; barley, 5,250; kafir, 4,500, and milo maize, 9,000; compared with wheat, 541,800; corn, 846,000; oats, 96,000; barley, 1,750; kafir, 1,500; and milo maize, 3,000 bus. in May, 1928. Shipments were wheat, 56,000; corn, 696,000; oats, 14,000 bus.; compared with wheat, 60,200; corn, 915,000; and oats, 12,000 bus. in May, 1928.

Enid, Okla., June 13.—The first car of new wheat to move from an Oklahoma point arrived here today consigned to the A. R. Hacker Grain Co. by Harry Joyce of the Frederick Farmers Co-operative Elevator Co., of Frederick, Okla. It graded No. 1 hard, 61.9 lbs. per bu. test, 12½ moisture, 12½ protein, and was sold to the Enid Terminal Elevator Co. for 95c per bu. track. It was a 60,000 lbs. capacity Frisco car.—C. A. Livingston, A. R. Hacker Grain Co.

Kansas City, Mo., June 17.—The first car of wheat of the 1929 crop arrived here today. It came from Temple, Okla., having been reshipped from Wichita, Kan., where it arrived on June 14. The wheat graded No. 1 hard, 62.2 lbs., 11.4% moisture and 11% protein and went to a mill for 99½c. A second car reached the floor later today from Frederick, Okla., and graded No. 1 dark, 62 lbs., 11.6% moisture and 12.7% protein. It sold for \$1.07½. The arrival was one day later than the first shipment last year but earlier than the average date of first arrival. The earliest new wheat ever to reach Kansas City, was June 10, 1901.

Denver, Colo.—Corn receipts in May were 462 cars compared with 237 in May a year ago and 206 cars of wheat were received as compared with 390 in May, 1928. For May, 1929, 28 cars of wheat were shipped while in 1928 the May total was 45. One hundred and eight cars of corn were shipped during the month compared with 64 a year ago. Fifty-one cars of oats were received and 4 cars shipped. Receipts and shipments of other grains in carloads were: Rye 2 cars received, none shipped; barley 44 and 9; kafir-milo 1 car received; beans 124 and 49 and hay 78 cars received.

### Cure for the Surplus.

No matter what Congress may do, agriculture will be hurt more than it is helped. The agricultural news of the day, originating in Congress, serves only to fix the impression that farming is a hopeless business and farm land an investment to avoid. This comes just at the time when the idea that farm land at present prices might prove to be a good buy was gaining a foothold. But that is knocked into a cocked hat now. Farm relief to cure farm distress is again in the headlines, as legislators, to gain their point, pile exaggeration upon exaggeration. It will be several years before agriculture fully recovers from the latest assault of those who would save it.

There never has been or will be a satisfactory method of subsidizing a surplus of anything. The price influence of a surplus cannot be removed by any mere legislative process. The only cure for a surplus is the price cure, and it has been at work in the agricultural field for some years.—Corn Belt Farm Dailies.

### World's Wheat Supply.

The U. S. Dept. of Agriculture in its report of July 15 states that "It seems likely that the world wheat stocks or carryover at points for which records will be available, as of July 1, will be about 150 million bushels in excess of the stocks on hand July 1, 1928. Most of this increase will be in the United States."

The world carryover of wheat was 143,000,000 bus. on July 1, 1926; 183,000,000 in 1927; 245,000,000 in 1928, and it is estimated will be 350,000,000 bus. on July 1, 1929, the largest surplus ever experienced.

The world's available supply of wheat as compiled by the Daily Trade Bulletin and reported June 21, was, on June 1, 397,172,000 bus., against 450,839,000 on May 1, and 283,428,000 bus. on June 1 a year ago. Of the world's supply Canada holds 137,882,000 and the United States 136,755,000 bus.

The U. S. Dept. of Agriculture on June 15 reported that: The area of wheat reported to date by 22 countries totals nearly 141 million acres, an increase of 6 millions or 3.8 per cent over the corresponding areas last year. Last year the corresponding areas accounted for 56 per cent of the estimated world total acreage outside of Russia and China. Most of the increase in area, 4.2 million acres, reported to date, is in the United States and is due to a lighter abandonment of the winter sown acreage. The wheat area in 13 European countries is reported at 57 million acres, or one million in excess of last year.

Weather and condition reports to date, however, indicate that the world's crop for 1929 is not likely to equal that of 1928. The condition of the Canadian spring wheat crop is officially reported to be equal to the ten-year average. Climatic conditions during the season to date have not been favorable to the development of a crop equal to that of last year. Analysis of fall, winter and spring precipitation and temperatures indicates that the Canadian yield is likely to be about 15 to 16 bus. per acre, compared with over 22 bus. last year.

Boards from straw are being made at the rate of 4,000 sq. ft. a day at a factory in Regina, Sask. The board is claimed to be fire-proof as a result of a pressure of 100 lbs. to the sq. inch which is applied in manufacture. Excellent insulating properties also are claimed as advantages.

wheat to be in the best of condition and promised bumper yields. Some of the new wheat carries excessive moisture, but when it is harvested under proper conditions (meaning when dry) it is coming from the combines in excellent condition. Tests are running from 56 lbs. per bu. upward to 62. Protein is apparently low.—E. W. M.

Enid, Okla., June 17.—Strong winds here yesterday and today are affecting the wheat yield, in the opinion of grain men and some declare 30 bus. yields will be cut to 10 bus. as a result. Strong hot winds shell ripe wheat and shrivel the berries, they claim.—E. W. M.

### NEBRASKA.

Omaha, Neb., June 22.—Everything out here looks very promising. Some complaints about wheat, and no doubt in parts of Nebraska the wheat will be cut short to some extent. However the general average should be pretty good.—Crowell Elevator Co., J. A. Linderholm, sec'y.

Bruning, Neb., June 10.—Small grains looking fine here. The weather has been too cloudy and cool for corn and there is some complaint regarding stand—caused by wire worm, and insects. Plenty of moisture.—C. J. Casper.

### NORTH DAKOTA.

Wilton, N. D., June 20.—Small decrease in wheat acreage. Condition about same as last year. No acreage plowed up yet. Oats acreage about same as last year. Corn same as last year.—Wilton Elevtr. Co., J. A. Schroeder, mgr.

### TEXAS.

Dalhart, Tex., June 8.—Acreage of wheat, 110%; condition, 85%; plowed up, small, perhaps 5%; kafir, milo and corn will be sown in its place; 15% increase sown to oats.—E. G. Beall Grain Co.

Kress, Tex., June 10.—We will have about 50% more wheat this year than last. We shipped 88 cars of wheat last year and were figuring on 160 this year, but the hail has cut us out of about 30 or 35 cars the last few days. Harvest has not begun yet but will begin in about ten days. The hail has damaged several thousand acres of wheat in Swisher, Castro and Hale counties, Tex. There will be some of this land planted back in milo and kafir.—Farmers Mill & Elevtr. Co., Albert Buhrkeehl.

### Publicity on Wet Wheat

The experiences of Oklahoma grain dealers in handling wheat delivered from combine-harvesters in wet and heating condition is leading to a campaign on their part to stop this bad practice. Obviously if a grain dealer accepts sample grade wheat which is subject to further deterioration, and has not the facilities for putting it into condition he is courting disaster.

A number of dealers are following the example of the Canadian Mill & Elevator Co., the Farmers Mill & Grain Co. and the El Reno Mill & Elevator Co., at El Reno, Okla., in giving the farmers fair warning that their grain is not in condition to store fresh from the combines unless it is perfectly dry. Some time before the beginning of the movement these cos. began publishing the following note in their local papers, realizing this means as one of the best ways of bringing it to the attention of the farmers.

The question of whether delivered wheat is for storage or sale is another important problem to these dealers and is covered in this same note.

### FARMERS: ATTENTION:

The Department of Agriculture estimates the winter wheat crop at 622 million bushels. This, with the heavy carryover, means that all storage facilities, from the farmer's bin to the Terminal Elevators, will be taxed to the limit. WHEAT MUST BE DRY TO BIN. Wheat containing over 15.5 per cent of moisture will not keep and, therefore, cannot be accepted as merchantable wheat. The Federal standards specify wheat as Sample Grade which has over 15.5 per cent moisture. We positively will not accept wheat at all when containing more than this amount of moisture.

Further, all wheat delivered to us will be considered sold at the price in effect at the time of delivery, unless written notice is given that said wheat is delivered for storage.

Your co-operation will be appreciated.

Canadian Mill & Elevator Co.  
Farmers Mill & Grain Co.  
El Reno Mill & Elevator Co.



## Oklahoma Group Meetings Arouse Unusual Interest

Thursday, June 13, completed a series of 10 local meetings of grain dealers held at Frederick, Hobart, Clinton, Woodward, Forgan, Alva, Ponca City, Okeene, Watonga and El Reno, Okla., in the order named. Attendance was good at every one of them and the dealers went after their local problems in a way that spelled much better conditions for the Oklahoma grain trade this year than has existed for some years.

**FARM STORAGE:** The practice of farmers in sending their cash grain to the elevator for storage was denounced and it was shown that the farmer seldom profited by so doing. Often the storage charges ate up the grain if the market price did not reach the desired figure quickly. The place for storage of grain is on the farm where it is kept out of the visible supply.

**COUNTRY ELEVATOR STORAGES** The ordinary storage charges of 1/30th of a cent per day generally applied on wheat by the country elevators whether the grain is stored in their own houses or in the terminals, are not sufficient.

Some elevator operators felt that storage was an accommodation to the farmers and that they ought not to make money on this feature of the business. It was more generally felt, however, that this price would cause the elevator a loss unless various charges were assessed against the grain as is assessed by terminal elevator operators, particularly if the grain was stored for only a couple of months.

In a few instances, where competition permitted or where the elevator manager defied competition in this respect, rates have been raised to 1½¢ a bu. per month. These managers claim it is no harder to get the 1½¢ than it is to get 1¢. It is largely a matter of education. When the farmers are shown that grain cannot be stored except at a loss for the lower rate they are willing to bear the higher rate.

**TESTING AND GRADING:** Check book fights are hard to overcome, if competition insist on fighting that way. But an appeal for fairness to any thinking man should convince him that he ought to take a reasonable margin on the grain he handles. It is more profitable and less costly to spend time in developing the acquaintance and spirit of fairness in a competitor than it is to spend money in trying to show him who is supreme.

In any instance the use of a tester and the practice of grading grain should not be neglected. Country elevators must sell their grain on grade. If it is impossible to do otherwise raise the price instead of the grade. Then at least you can sit down at the close of the day and figure out what your losses are in terms of dollars and cents.

Raising the grade does not make friends. The farmers are familiar with wheat. They know if it is a good or bad, if it will keep or if it will not keep, and no man will gain their respect if he disregards grading.

If grain comes in damp, as it commonly does from the combines, and the grain dealer accepts it, he is courting trouble. If the farmer can unload his wheat when he knows he cannot keep it in bins on the farm he will take advantage of the opportunity.

If the grain dealers would stand together and persistently refuse to accept wet grain the farmers would be forced to take it back home and would early discontinue the practice of trying to deliver water for wheat.

The grain dealers have a right to say what kind of grain they will buy and what kind they won't. Two years ago the terminal elevators suffered from wet grain. Last year they passed the discount to the country elevators. Now the time has come for the country elevators to pass the penalty back to the farmers where it belongs. If they harvest damp grain it should be their problem to make it dry and

merchantable. But the educating must be done by the grain dealers and it cannot be done by accepting grain in unsuitable condition without docking it sufficiently.

The practice of paying top for all kinds of grain as is done in some price wars that have developed at Oklahoma points discourages the farmer who seeks to raise and harvest good quality grain. It gives him no extra profit for his extra pains and therefore supplies no incentive. As leaders in their communities public spirited grain dealers will make distinctions and encourage the growing and harvesting of higher quality grain.

The meetings were presided over by Pres. John R. Thomas, Carnegie, of the Oklahoma Grain Dealers Ass'n. A group composed of Mr. Thomas; Sec'y C. F. Prouty of the Ass'n; E. L. Morris of the Grain Supervision Department of the Department of Agriculture; C. A. Livingston of Enid and a representative of the Grain Dealers Journal, attended each of the 10 meetings. A report appearing in the last number of the Journal showed attendance at the first six meetings in addition to these five. Attendance at the remaining four included as follows:

**PONCA CITY:** C. V. Cole, Marland; Geo. M. Cassity, A. J. Esch and J. R. Dorcott, Tonkawa; F. S. Le Valley and Dick Farrah, Braman; Gordon Hayton, Wm. Hayton and Roy E. Henry, Billings; J. L. Robinson, F. A. Remington and J. Bergholt, Newkirk; H. W. Mathis and J. W. Tabor, Lamont; D. W. Moxon and Fred Martin, Blackwell; Price Feuquay, Wellington (Kan.); W. M. Randels, W. G. Fritsch, Ben Feuquay, A. R. Hacker, Enid; F. L. Palmer, Oklahoma City.

**OKEENE:** Geo. V. Rummery, Cloyd Black and C. H. Bennett, Drummond; D. W. Moxon, Blackwell; F. M. Seel, Fairmont; P. T. Patkowski and H. L. Rheams, Homestead; Geo. A. Stover, Watonga; F. Weimer and G. W. Johnston, Fairview; A. R. Hacker, W. G. Fritsch, Ben Feuquay and E. R. Humphrey, Enid; Fritz Straughn and E. H. Linzee, Oklahoma City.

**WATONGA:** Ben Schuber, D. A. Drake, R. L. Dickinson and R. A. Falkenstein, Hitchcock; H. Ringelman, Geary; W. H. Hunt, D. E. Dunbar

and Scott Reay, Canton; Clyde Ice and Fred Shamburg, Fay; I. E. Riggs and A. L. Blanc, Eagle City; M. G. Raymond, Longdale; H. L. Francis, Kingfisher; F. L. Palmer, Leslie O'Brien and H. L. Gurwell, Oklahoma City; Oscar Tillery, Fort Worth (Tex.); W. B. Johnston, D. H. Johnston, W. G. Williams and G. A. Imel, Enid.

**EL RENO:** Chas. Weimer, Reeding; H. Householder and Ed Wegener, Minco; F. C. Hudson, Tuttle; F. Ringelman, Geary; Ed Burson, Chickasha; R. W. Davidson, Otto Davidson and Bert Dolch, Pocasset; H. R. Doak and Ross H. Pool, Hydro; Harry Hunter and D. F. Wegener, Okarche; A. H. Evans and W. F. Fleming, Dover; F. M. Laughlin and M. C. McCafferty, Calumet; W. Z. Thomason, Yukon; H. C. Robinson, Union City; Leslie O'Brien, Paul Jackson, Arthur Cowan, C. A. Polson, R. W. Taylor, Geo. E. Wright, H. L. Binkley, John O'Brien, H. L. Gurwell and F. L. Palmer, Oklahoma City; Ben Feuquay, W. G. Fritsch, Oscar Robinson, and G. C. Rhodes, Enid; Oscar Tillery, Fort Worth (Tex.).

**NOTES:** Cigars, cigarettes, near-beer and sandwiches were supplied at most of the meetings thru courtesy of the local dealers.

Sixty and seventy miles meant nothing as an evening drive following a meeting to Enid and Oklahoma City grain men. Oscar Tillery won the rubber loving cup, however, when he declared his intention of driving back to Fort Worth, Tex., following the El Reno meeting, a distance of 300 miles.

Reports of black rust, red rust, Hessian Fly and army worms led to careful observance of the wheat crop along the way. Evidence was found in some parts of the wheat belt, but mostly it was not manifest along the roadsides and reported damage was negligible.

**SUNDAY, JUNE 9,** constituted a lull in the series of local meetings held thruout Oklahoma from June 3 to 13, inclusive. The group composed of John R. Thomas and C. F. Prouty, pres. and sec'y, respectively, of the Oklahoma Grain Dealers Ass'n; E. L. Morris of the Grain Supervision Division of the Department of Agriculture; C. A. Livingston and the representatives of the Grain Dealers Journal, which had been attending all of the meetings, were reinforced by Jesse Langford, Melvern Langford and A. R. Hacker of Enid; J. R. Harold of Wichita; Roy Jansen of Dacoma and Ralph McCrady of Carmen, were the guests of Mr. Hacker at the Kitten Club on Wild Cat Creek.

The Kitten Club is a camp about 60 miles

Guests of A. R. Hacker at Kitten Club.



Left to Right, Front Row: C. F. Prouty, Oklahoma City; J. R. Harold, Wichita; Ralph McCrady, Carmen; C. A. Livingston, Enid; A. R. Hacker, Enid. Back Row: Jesse Langford, Enid; Roy Jansen, Dacoma; E. L. Morris, Kansas City; John R. Thomas, Carnegie; Melvern Langford, Enid. Seated: Frank McCoy, the Cook.



## Hoosiers Hold Stirring Meeting at Indianapolis

due west of Enid, bordering on two small lakes well stocked with fish, including the easy-to-catch crappies and hard-to-catch black bass. On each of the lakes are boats and the water is so clear that it is easy to dangle a tight line before a crappy and watch him succumb to the temptation of a wriggling fishworm encasing a barbed hook.

Mr. Thomas, alias Isac Walton, proved himself to be the big fisherman of the lot when sunlight on Sunday found him dropping live minnows in likely places with a fly rod. By sun-up he had three black bass in the bottom of the boat. As the day progressed he added to the collection and most of the bass on the dinner table that afternoon were of his catching.

A colored cook prepared the fish dinner. A tribute to the energy with which all worked to supply it was the mountain of fish bones that remained after dinner was over. A photo of the fishermen is reproduced herewith.

### Equipment of New Rotterdam Elevator.

Equipment of the new reinforced concrete elevator to be erected at Rotterdam, Holland, will give that plant two moveable pneumatic elevators with 400 tons per hour capacity; a cleaning plant handling 100 tons per hour and grain belts conveying 200 tons per hour. The machinery will be installed in the new building 217 ft. long, 108 ft. wide, and 98 ft. high, which was described in the Journal recently.

The elevator is being erected by the N. V. Graansilo Maatschappij. With the existing elevators the company will be able to discharge steamers and store grain with a capacity of 600 tons an hour when the new plant is running, which is expected to be in May, 1930.

Portugal has authorized the military commissariat to import up to 24,000 tons of wheat annually. This policy follows Portugal's custom of authorizing limited wheat importations.

### Odors in Grain.

BY E. L. MORRIS.

Mustiness in grain, especially wheat, is very undesirable because the products made therefrom will usually carry the same odor. Grain containing more moisture than is found in well air-dried grain is inclined to become musty unless it is frequently turned over. When grain is stored in large bulk, a sample drawn from the interior, if musty, will show that fact thru its odor as soon as drawn, whereas the grain on the surface may appear odorless and in good condition.

The sampler at the car is usually in a better position to determine whether the grain carries a musty odor than another person who examines the grain after it has been exposed to the open air, because this odor may leave the small sample before it can be graded in the inspection room, whereas the bulk from which the sample was originally drawn will remain musty and will become mustier the longer the grain is stored in the large bulk.

If grain is damp and the weather is warm, the grain may become sour. A freshly drawn sample from the car will show whether the grain is sour much more readily than will a sample drawn from the grain after it has been left exposed to the open air. Sour grain, like heating or musty grain, will not make sound food products and for that reason is objectionable.

There are some smells that are considered obnoxious and highly detrimental to grain; they are classified as commercially objectionable odors. Among these are fertilizer, hide, oil or creosote odors. Commercially objectionable odors in grain are caused by storing grain in bins or cars which were previously used to hold or carry merchandise that possessed such odors. Commercially objectionable odors cause grain to be graded Sample Grade. Therefore, shippers should be exceptionally careful concerning the condition of the cars or bins into which they place their grain.

The Indiana Grain Dealers Ass'n inaugurated the policy of a one day midsummer meeting on Friday, June 21, at Indianapolis, and the plan brought forth a gathering that was a banner affair in attendance, program, discussions and the hospitality of the Indianapolis grain dealers.

The meeting was held in the assembly room of the Board of Trade and the room was well filled for the morning session and packed to capacity for the afternoon gathering. The program, arranged by Pres. E. E. Elliott, Muncie, and Sec'y Fred K. Sale, Indianapolis, with emphasis upon helpfulness, brought the crowd and kept it interested thruout the day. And the Indianapolis grain dealers made good use of the time allotted them in the serving of a delicious and bountiful buffet luncheon on the trading floor of the exchange.

One hundred and ninety-five registered.

With Pres. Elliott presiding, the morning session was opened with the singing of many stirring airs in which all joined.

In opening the meeting President Elliott expressed appreciation of the honor bestowed upon him by the ass'n, and made brief comments of the problems of the dealers as follows:

### Pres. Elliott's Address.

Our business has always been conducted along best known ethical business lines. We ask no favor and are seeking no preference. We desire to be treated as every other business. We still believe in the old law of supply and demand, and we still believe it to be one of the fundamental elements in determining values, and unless strictly adhered to success is endangered and failure is inevitable.

Business existence is assured by its contribution or service rendered for price paid, and so long as the price paid is commensurate with service rendered there should be no fear of the outcome of any business. We have seen the results of an infringed economical commercial law. We have also seen the feeble efforts of enactments to endeavor to save a business that in itself was a hindrance to progress. We have also experienced, like all other business, the efforts of the theorist, the revengeful, the skilled and unskilled competition, multiplication and duplication, of subsidization and donations, and with all this the same results. And yet we are not positive in the declaration that there is no better and more economical way of handling grain than our present system. We welcome any honest endeavor based on an unprejudiced and economic business law.

We are tired of being footballed by every so-called remedist whose chief aim is a soft job.

**Farm Relief.**—We feel a very great degree of confidence in President Hoover's ability to work out a satisfactory plan of the Farm Relief bill. We believe that the men in whom he will place this gigantic endeavor will be men of broad caliber, good judgment, nothing radical or wasteful, and that our business will be safe in their hands. We have grain men in the state of Indiana who would do credit to this position and whom the grain dealers can give their undivided support.

I should say that the passage of this act justifies some optimism, altho it does not warrant the assumption that farm prices are about to soar.

**Organization.**—This is an opportune time for strong and effective organization. No other organization of business men can render such service at this time in this gigantic undertaking than that of the grain dealers of the United States. No people will enter into this great project with less prejudice, less averseness and less criticism than the grain dealers, and I would be in favor of pledging anew to the President and the board he shall appoint the undivided support of the Indiana grain dealers now in session.

HAROLD L. GRAY, Crawfordsville, chairman of the transportation com'te, offered the following report:

### Transportation Com'te Report.

**Demurrage.**—The quick movement of cars and slow mail, causing the payment of demurrage on account of delayed order Bs/L are proving costly to shippers.

"Shippers' weight, load and count," is being placed on the Bs/L, but no adverse reports have been received to date.

**Avoid Uneven Loading.**—The "shallow probe" warning still looms before us. We must load our cars within two feet of the roof and then level them off properly to get final grade established at first destination. A well groomed car with properly blended grain will avoid many losses.

**Weight Tolerances.**—We are asked to allow a certain amount of weight tolerance in making the adjustment of claims and calculating the freight to be paid at destination. We already have a shrinkage deduction of  $\frac{1}{8}$  of 1% of the loaded weight from the number of pounds of loss in claims.

If the tolerance becomes effective on certain claims, unless the loss exceeds the minimum tolerance, we have no basis for claim. Then, too, if the difference in weight at destination does not exceed the minimum tolerance, the billed weight will apply. In other words, you will be paying extra freight on the difference between the loading weight and the outturn weights or weights on which you receive returns on your car which, in fact, is an overcharge.

**Oppose All Tolerances.**—A few days ago we were asked for our stand on the tolerance question and immediately, insofar as our own authority would go, took the stand against any kind of tolerance whatsoever. We would appreciate a vote of this convention on this issue.

The minimum weight of grain has changed from 24,000 to 30,000 lbs. The last increase was made during the war under favorable conditions. An increase now would be disastrous. It would call for larger storage capacities, more capital to carry the grain longer, more chance of grain getting out of condition and other losses to handlers in many ways.

The proposed minimum is 30,000 lbs. If it had not been for the hearty co-operation and quick response of you shippers and the solid stand taken by other allied organizations, the rule would now be in force.

The hearing which was to be held in Chicago in May has been postponed, and we hope indefinitely. We want to express our appreciation for the fine response which you gave to Sec'y Sale's questionnaire and for giving us full information on this question. We gained our point, and this shows the need of standing solidly together.

President Elliott lauded the work of the Transportation Com'te.

In introducing A. E. Reynolds, Crawfordsville, the next speaker, the presiding officer praised the efficient and untiring labor of Mr. Reynolds in the cause of better trade conditions.

The address by Mr. Reynolds, "What's the Matter?" appears elsewhere in this number.

MR. REYNOLDS' suggestion of acreage limitation brought a discussion as to feasibility and possible dangers if such a plan were feasible. President Elliott offered the question of serious trouble in the event of a crop failure if limitation were feasible and practiced.

The speaker then offered the suggestion of starting with the county as a unit and the use of the county agent to find out the intended acreage and the probable yield based upon careful study of past production. Following the compilation of such figures it was suggested that farmers be told to cut acreage of certain crops, if necessary. The question of legality, the speaker said, could be handled as it was no more control than restraints placed upon the individual by other laws. Under the plan the county agent would be withdrawn from business and commercial activities.

Representatives from other markets were called, the following were recognized and responded briefly.

D. J. SCHUH, sec'y of the Cincinnati Board of Trade: I am glad to be with you. I appreciated the optimistic chord struck in the address of President Elliott. I am not a pessimist yet. I have a world of confidence in the grain dealers and the grain business of the country. I know that something will be done to let those who know the grain business continue to operate it. It is inconceivable that the government would attempt to run it or that in-



experienced men should be placed in charge of the business.

Grain men have learned that transportation is a vital part of their business and for that reason I am going to tell you of additional transit privileges to be allowed under the temporary export rates. Under the original ruling transit was allowed only for milling. We explained to the Interstate Commerce Commission that such regulations would have a tendency to cause grain to pile up on the coast and thus depress the market. A wider transit privilege is to be allowed—an additional transit to be permitted.

We have beaten, I think, the proposal of the Pennsylvania railroad to deny transit on grain shipped from a Pennsylvania point. There is just one other word of warning, Points east of the Mississippi must be watchful unless pleas of points west of the Mississippi in the Hoch-Smith hearings make such an impression that eastern grain will be deprived of its natural advantages by adjusted rates in the west. We must demand an equal or lower revision for grain from east of the Mississippi.

J. A. A. GEIDEL, Pittsburgh, spoke of the great changes taking place and offered some additional background as well as replying to the reference of Mr. Reynolds to the former use of 700 million bus. of grain in liquor manufacture. He declared that feeding of the by-product of liquor distillation defeats the claim that the liquor traffic made a demand for that much grain. "There has been a great change in our district—one of the highly congested consuming areas of the country. With the loss of the horse as a grain consumer came a demand for good roads for pleasure cars. Then the mountainous region of western Pennsylvania, a fertile territory which had been inaccessible to markets, found a way of reaching the consumer direct over these roads. Thousands of these acres are now under cultivation and selling their products direct. Factories which once looked to the Pittsburgh market for straw for packing are now getting their straw direct from the farmers in surrounding territory."

H. E. ELGERT, Baltimore: Our situation is similar to that in Pittsburgh. On July 1 the last of the horses used in handling mail will give way to motor trucks. That will mean 115 less horses as consumers of grain in our city. I do not agree with those who believe the grain man is doomed. I hope things will work out to the advantage of all.

JESSE SUMMERS of Chicago and William Wallace of Louisville brought the greetings of their cities. W. L. Ingles and C. A. Wallin, federal grain supervisors of Cincinnati and Indianapolis respectively, made brief remarks on the grading situation and promised help to any dealer seeking advice on inspections. They warned of the loading rule and told the dealers it would be wise to get the moisture machine tuned up and to be all set to grade the wheat as it comes in. The discount on mixed wheat was included in their warnings.

Pres. Elliot announced the resolutions com'ite as follows: Charles S. Clark, Chicago; V. E. Butler, Indianapolis and O. L. Barr, Bicknell.

Sec'y Sale told the members of the buffet luncheon to be enjoyed on the trading floor of the exchange and the morning session adjourned. Exchange of greetings among old friends and new faces formed a part of the delightful luncheon served by the Indianapolis dealers.

### The Afternoon Session.

The afternoon session was called to order at 1:15 by Pres. Elliott for more community singing.

C. B. JENKINS, Noblesville, spoke on "The Signs of the Times," in part, as follows:

Some of the fellows in the grain trade say we are going to the bow wows. At the Ohio meeting they were saturated with pessimism and said the grain dealer was gone. They were so blue you could see it in their faces.

I am a Democrat. But when 20 million of our countrymen voted for Hoover they went

back home feeling that they had put the best possible man into the presidency. They had picked a business man, an engineer and engineers are not known for going around wrecking things unless the things are worn out. Do you think an engineer will wreck an institution that has been building for a hundred years? Do you think that an engineer would wreck a business that has been so efficiently operated it has been doing business on a margin smaller than any other business? Do you think that Pres. Hoover, after witnessing the work of the grain dealers during the war and seeing that system functioning so well, will want to wreck that system?

Go home and investigate yourself. Are you doing in your community all that you can and should do? Do you think any man ever went to the poor house by giving efficient and helpful service?

I don't believe you need to be alarmed. I don't believe anybody has printed anything saying that Andy Mellon has handed out money promiscuously or is going to start handing it out promiscuously. The government is not going to back anything that isn't secure because the man in charge of the money is responsible for it. The man who is rendering service need not worry. That man is protected in the farm bill.

The grain dealer has had his troubles since the beginning of history. Like Joseph you have been appointed to gather and disperse the produce of your community and if you do that service well farm relief won't hurt you.

As to the farmers, some of them say they are not interested in farm relief. They are the ones who have been on the job and are making money. You know what happens when you neglect your business.

The miller has had his troubles during the last year because of the loss of the Indiana wheat crop and his troubles were written in red ink on the books instead of parading before congress. Take the readjustment following the war. Everybody got hit. The merchant and the grain dealers and others didn't spend their time in blue speeches and the fellow who got the bluest speech got the ear. The business man realized that his only hope was to get on the job harder and stay there 10, 12 and 16 and sometimes 20 hours a day if necessary to cut costs, expenses and find ways to get out of the difficulties.

The miller, the grain dealer and the merchant couldn't talk relief of their troubles because, if they did, the bankers would have closed in on them.

When Pres. Hoover selects that farm board he is not going to select men who don't know anything about the marketing of grain. Be encouraged. Have faith as it is the basis of this life and the life to come.

ELMER HUTCHINSON, Arlington, reported on the work of the Crop Improvement Com'ite which is seeking to restore a pure strain of soft wheat in the state in order to avoid the heavy discount upon mixed wheat.

At the first meeting we invited the state activities interested in improving crops, the Central States Soft Wheat Ass'n, the Farm Buro, and the Indiana Corn Growers Ass'n and these bodies have worked loyally with us. We are interested in having the farmers plant pure wheat in the fall seeding and the time is short. The Farm Buro gave us space in their paper for a propaganda article the principles of which we had agreed on. We are asking the dealers and millers to help get Indiana back into the soft wheat column.

Years ago Indiana was known for its soft wheat. Then we started out with two new varieties, Purkoff and Michikoff, one supposed to be hard and the other soft and they were supposed to stay that way. Now we have an impure wheat which is discounted heavily by the millers. Purdue was instrumental in spreading these wheats, but now the station has reversed itself and has a new variety of pure soft wheat, but is not yet ready to distribute it. We hope that soon Indiana will

be back where it again produces a soft wheat the peer of any in the world.

I have confidence in the inspection service even if the inspectors have at time seemed a little severe. We must have pure soft wheat and then we won't need to be afraid of discounts.

MR. JENKINS entered the discussion by telling of the work of his mill in getting pure soft wheat started by acting as distributors of the seed.

The discussion of the wheat problem was then put aside until after the address of Congressman Fred S. Purnell, Attica, who spoke upon the Farm Relief law. Mr. Purnell, besides being a member of the house conference com'ite on the bill, is recognized as a leader of one school of thought in the farm question and he had a very active part in the framing of the act and enjoyed the support of Pres. Hoover in the congressional battle over the measure. The address appears elsewhere in this number.

Use of the term cooperative in the address brought the question from the floor as to What is a cooperative as provided in the bill. Congressman Purnell said the term was defined in the Capper-Volstead act of Feb. 18, 1922, and the organization must be producer owned, producer controlled and organized to engage in the marketing of its products.

The congressman then explained that the insurance feature was one against price decline which was urged by the cotton sections and would be operative only when other concerns either could not or did not want to take the insurance.

The question of patronage dividends was brought up and discussed briefly with Mr. Purnell holding that time would have to decide what certain features of the bill will bring about.

The report of the Resolutions Com'ite was read by O. L. Barr and the following resolutions adopted:

### Resolutions Adopted.

#### Group Meetings.

WHEREAS: Our Association is about to hold a series of local or group meetings to familiarize operators of country elevators with the correct grading of grain and with safer methods of marketing grain; we

RESOLVE, That every elevator operator be urged to attend each meeting of his section and bring his competitors to the end that all may have a clearer understanding of the new problems confronting the grain handlers; and be it further

RESOLVED, That we beseech every member to take an active interest in securing a large attendance at the local meetings of his section and in promoting the move of general adoption of better methods and safe practices.

#### Pure Wheat.

WHEREAS: Many wheat growers have continued the production of Purkoff and Michikoff wheats, which the millers have always discounted most liberally; be it

RESOLVED, That we commend the officers of Purdue Experiment Station for withdrawing the support of the station from Purkoff wheat and directing its investigations toward the development of a soft wheat acceptable to our millers; and be it further

RESOLVED, That we urge our members to exercise extra diligence against buying these varieties without the discount prevailing in the central markets.

WHEREAS: Our Crop Improvement Committee has given much time and labor to encourage and bring about the development of varieties of grains best suited to Indiana climate and soil; be it

RESOLVED, That we give our earnest working committee a sincere vote of thanks and beg that it will keep up the good work until all our grain growers are assured of crops which will command the highest prices in all markets.

#### Transportation.

WHEREAS: The examiners of the Interstate Commerce Commission have recommended increases in freight rates which would greatly reduce the net returns to the grain growers of our state; be it

RESOLVED, That we protest to the Commission and to our representatives in Congress against any increase in freight rates which will serve only to multiply the difficulties of the grain growers.

WHEREAS: Some of the trunk lines in Central Freight Ass'n territory have persistently



sought to abandon the use of fifty or sixty thousand capacity cars in hope of forcing shippers to use 80,000 capacity cars, which would delay the shipment of much grain until it heats or the market declines and at the same time force small distributors of the Atlantic Coast states to buy in larger quantities, thus making it necessary for them to provide larger storage room and invest larger capital; be it

**RESOLVED**, We protest against the enforced use of larger cars or refusal of the trunk lines to supply 60,000 capacity cars when wanted.

## Farm Relief.

There having been passed by Congress and signed by our President a Farm Relief Bill, we again reiterate the pledge of this Association heretofore given of its earnest support of all legislation looking to the betterment of agriculture. We do pledge this convention and the entire membership of the Grain Dealers Association of Indiana a loyal support of the law and every endeavor necessary to make it workable.

## Condolences.

We are again called to mourn the passing of two members of our Association. Mr. Louis Stiefel of the firm of Stiefel & Levy died April 27, 1929, at the age of 67 years.

Mr. John P. Sims of Frankfort, a retired grain dealer, died on March 30, 1929, at the age of 70 years. Therefore, be it

**RESOLVED**, That this convention extend the families of the deceased and their business associates our heartfelt sympathy in the passing of these two esteemed gentlemen.

## Appreciation.

**BE IT RESOLVED**, That a vote of thanks be extended to the Indianapolis Board of Trade for furnishing the facilities for holding this convention, and the grain men of the Indianapolis market for the very excellent noon luncheon served on the trading floor of the Exchange; also the several speakers for their splendid contribution to the success of this meeting.

J. L. DAVIS, Seymour miller, urged that dealers pay close attention to transit privileges listed in any new railroad rates and suggested that excessive transit privileges would be harmful to the grain dealers, millers and farmers of the State. He told the dealers that thru limited or non-transit rates Indiana producers would be at an advantage in getting Indiana consumers to use Indiana products.

An additional discussion of the pure wheat movement brought out the admission of crop experts that Indiana soil and climate will not maintain the integrity of hard wheat and that the only hope of the producer to avoid a discount against mixed grades is to produce pure soft wheat. Mr. Jenkins told of a plan for Indiana, Ohio and Michigan to form a soft wheat belt and develop wheat that will give the finished product a standing in the entire world. Schools and experiment stations are to help in this work.

MR. HUTCHINSON told of the difficulties the dealers were meeting in their campaign and urged all dealers to support it.

Sec'y SALE in a brief talk announced the group meetings and urged attendance at the local gatherings. He reported 8 new members and 13 new stations.

At the call of new business Mr. Gray and the transportation com'te were given a unanimous endorsement of the stand against weight tolerance and the convention adjourned *sine die*.

## Hoosier Notes.

DETROIT sent T. Davis.

F. E. Barker came from Hamilton, O.

TOLEDO sent Joe Doering of Southworth & Co.

PITTSBURGH was represented by J. A. A. Geidel.

LOUISVILLE was represented by W. M. Wallace.

Jim Schornover of Vincennes represented the Millers Mutual of Alton.

The fair sex were represented by: Mrs. J. W. Bosworth and Mrs. J. C. Milner of Sedalia.

BUFFALO'S delegation included: E. E. McConnell, J. E. Heffner and D. A. Southwell.

BALTIMORE'S delegation included: David H. Larkin, Chief Grain Inspector; H. E. Elgert and Oscar M. Gibson.

CHICAGO was represented by E. L. Floyd; Howard M. Rudeaux; Jesse Summers of E. W. Bailey & Co.; Wm. Tucker.

The Jno. L. Kellogg Seed Co. was represented by Fred W. Camper, Chicago; C. A. Stevenson, Frankfort, and P. A. Wright, Clarks Hill.

ILLINOIS shippers present included Ben D. Bishopp, Sheldon; A. L. Stanfield, Edgar; D. D. Stanfield, Edgar; J. D. Worsham, Sheldon.

SOUVENIRS were distributed by W. B. Foresman, matches; and the Indiana Liberty Mutual Insurance Co. and the McConnell Grain Corporation, lead pencils.

Identification badges were furnished by the Grain Dealers Fire Ins. Co., whose representatives, V. E. Butler, L. H. Cosby and C. B. Sinex, conducted the registration.

THE CRAWFORDSVILLE delegation included: H. D. Coon, C. Crabbs, Harold L. Gray and A. E. Reynolds of the Crabbs-Reynolds-Taylor Co.; D. J. Bunnell; John Cruca; F. R. Freeman.

MACHINERY men in attendance: H. C. Clapper, Gruendler Crusher & Pulv. Co.; W. B. Sutton and H. Dickey, Huntley Mfg. Co.; N. H. Keister, Grain Machinery Co.; John S. Milner, A. L. Lukens and C. R. Bleakney, Jay Bee Mill.

CINCINNATI was represented by: D. J. Schuh, Executive Sec'y of the Board of Trade; W. L. Ingles, Federal Grain Inspector; A. L. Hess and J. E. Hendrickson, Mutual Commission Co.; Fred W. Scholl, Scholl Grain Co.; Dan B. Granger, Dan B. Granger & Co.; W. B. Foresman and W. G. Stueve, Henry W. Brown Co.

Indiana's delegation included: Frank Ackles, Hobbs; Robt. Alexander, Lafayette; G. B. Allen, Lincoln; K. R. Appelgate, Cicero; Charles S. Anderson, Stockwell; W. H. Armitage, Goodland; W. W. Ashby, Ladoga; Chas. A. Ashpaugh, Frankfort; F. J. Baird, Kewanna; O. L. Barr, Bicknell; Chas. Benedict, Goodland; Geo. E. Bishop, New Albany; Wm. Bosley, Morris-town; J. W. Bosworth, Sedalia; Ray Brown, Rays Crossing; C. V. Burgett, Greensburg; L. C. Burnside, Boggsdown; R. A. Burris, Mulberry; Lee Carl, Remington.

V. O. Chance, Lewisville; A. O. Cherry, Manila; R. F. Cohee, Frankfort; L. C. Compton, Boggsdown; L. S. Conarroe, Frankfort; Edward Cox, Earl Park; E. A. Davis, Michigantown; J. L. Davis, Seymour; J. M. Dennison, Walton; J. G. Doane, Clarks Hill; Chas. Douglas, Cottage Grove; Owen A. Dutches, Kokomo; C. G. Egle, Ft. Wayne; E. E. Elliott, Muncie; W. F. Farrow, Centerton; E. P. Finch, Hillsboro; W. L. Flinn, Earl Park; A. M. Ford, Yeddo; E. D. Gadbury, Matthews; Herbert Garr, Frankfort; J. F. Good, Warren; W. A. Gray, Kirkpatrick; John Grethr, Earl Park.

W. C. Halstead, Brookston; C. K. Hawkins, Markleville; C. A. Hedworth, Remington; John Herr, Herr; Otto Homer, Greensburg; L. H. Hoover, Honey Creek; L. B. Huffman, Onward; L. Hutchinson and E. Hutchinson, Arlington; John Jackson, Hagerstown; C. B. Jenkins, Noblesville; C. E. Johnson, Moran;

C. J. Jones, Upland; Robt. N. Kerns, Whites-town; Clyde Keys, McCordsville; Etna Laforce, Amo; Otto Laforge, Buck Creek; L. Lesh, Uniondale; A. C. Lockridge, Roachdale; W. N. Loughrey, Monticello.

A. B. Martin, La Fontaine; Joe Martin, Geneva; Baxter McBane, Fortville; G. B. McBane, Maxwell; Thos. A. McCoy, Liberty; Hugh McCorkle, Flora; John S. McDonald, New Albany; J. C. Milner, Sedalia; Chas. McEwan, Lafayette; J. B. Miller, Uniondale; V. W. Moore, Kirklin; W. M. Moore, Covington; Geo. Neidlinger, Lebanon; E. B. Nordwahl, Otterbein; C. A. Northlane, Union City; C. C. Parlon, Otterbein; J. C. Phillips, Star City; R. A. Phillips, Star City; J. O. Pope, Fowler; Dick Pritchard, Pendleton.

A. D. Shirley, Walton; Frank Richards, Taylorsville; Harvey O. Rice, Huntington; H. W. Reimann, Shelbyville; Carey Rommell, Swanington; L. Rommell, Swanington; Max P. Sellars, Forest; Chas. O. Seybold, Rockville; Chris Schluttenhofer, Earl Park; John Shine, New Albany; W. R. Smith, Poneto; Ralph Snyder, Taylorsville; E. K. Sowash, Crown Point; Everett Reveal, Rossville; J. L. Slaughter, Emporia; Bennett Taylor, Lafayette; O. M. Thomas, Marion; B. E. Thornburg, Martinsville; Chas. Towne, Rochester.

J. M. Walker, Middletown; Geo. Wall, Pittsboro; N. A. Wall, Pittsboro; L. L. Wallace, Terhune; G. L. Ward, Kingman; F. H. Wellman, Holland; C. C. Wells, Scottsburg; J. Werner, Rochester; J. R. White, Muncie; Carl T. Wilson, Sulphur Springs; W. S. Wisehart, Millville; P. J. Wolfram, Brownsburg; Don Wolfram, Brownsburg; Fred D. Wright, Anderson; H. R. Young, Moran.

## Track Scales Too Expensive.

For the hard service required of railway track scales in constant use for general weighing the standard specifications may be necessary; but for the occasional weighing on industry tracks a less costly design should be permissible, and the National Scale Men's Ass'n at its recent Milwaukee convention adopted a resolution that "Adherence to the aforesaid specifications works an unwarranted economic hardship upon industrial plants requiring weighing service, and stunts the distribution and replacement program for new weighing machinery."

The Ass'n solicits the active cooperation of involved interests in formulating authoritative specifications for four-section track scales of sizes not covered by existing formal specifications, and of such other sizes as may be deemed expedient.

## Death of A. W. Boardman.

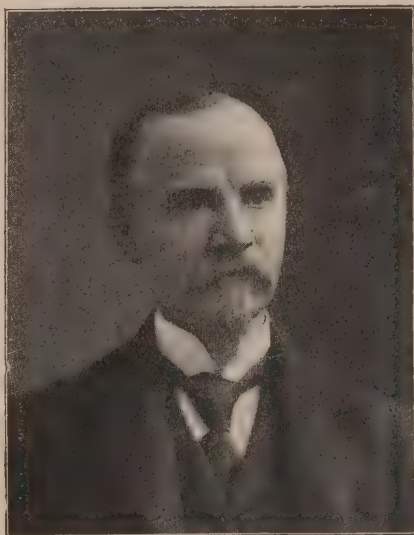
A. W. Boardman, Toledo, O., pioneer in the storage of grain in iron tanks and one of the organizers of the East Side Iron Elevator Co. in Toledo, died June 10 at his home in that city. Death followed an illness of 14 months.

The decedent was born in Akron, O., Jan. 6, 1848. He started work as a newsboy on the old Atlantic & Great Western railroad, went to the Wabash as a brakeman and became yardmaster at Danville, Ill., for that road when an accident brought him into contact with the elevator business.

J. J. Coon, because of experience with iron tanks for the storage of oil south of Toledo, decided to erect iron tanks for the storage of grain. He needed an elevator office manager and Mr. Boardman after lengthy consideration finally joined him. The first iron elevator was then erected in 1894. The project was an immediate success and a year later a site on the east side of the river was procured and a new company—the East Side Iron Elevator Co.—was formed with Mr. Boardman as sec'y-treas. and manager. This firm was formed in 1895 and Mr. Boardman continued in his original position until July 1, 1914.

After his resignation the decedent became service director of Toledo for a year but was considered too much of a business man to be a good politician and he resigned. Until the death of his wife three years ago they spent much time in traveling.

Mr. Boardman had been active in church, civic and fraternal circles until ill health forced his retirement. Toledo made general expression of sorrow at the death of a man active in that city for many years.



A. W. Boardman, Toledo, O., Deceased.



# Ohio Ass'n Celebrates Golden Anniversary

The Golden Anniversary of the Ohio Grain Dealers Ass'n was celebrated at Cedar Point under trying circumstances. Three other ass'ns were stressing their right to occupy the hotel at the same time, so it was somewhat difficult to find even your own wife. The weather was most propitious, but the attendance of grain shippers was disappointing.

The first session was called to order by Pres. Edgar Thierwechter in the Convention Hall of the Breakers at 10:30 a. m., Wednesday, June 19, with a number of old-timers and their wives in attendance.

The audience arose and sang "America," with Bill Cummings at the piano.

Chas. B. Jenkins delivered the invocation. W. M. Kennedy, sec'y of the Sandusky Chamber of Commerce, welcomed the dealers and congratulated the association on having attained 50 years of usefulness to the grain trade.

Fred E. Watkins of Cleveland, in responding, told of the many helpful things done by the organization in bringing about better trade conditions.

We are confronted with new conditions which must be met and we need our organization more than ever.

PRESIDENT THIERWECHTER of Oak Harbor presented his annual address, from which we take the following:

## President Thierwechter's Address.

To preside at this the fiftieth anniversary of the organization of the Ohio Grain Dealers Ass'n is a pleasure which I never felt I would have the privilege of enjoying and an honor which I know I cannot compensate for in any way, although I want to say that I have tried to the utmost of my ability to carry out the principles and policies of our ass'n.

Fifty years ago this ass'n was organized at Put-in-Bay by a group of representative grain men, one of whom was my father, who realized that co-operation through ass'n work would accomplish much more than competition accompanied by antipathy towards others engaged in the same business. The last decade has seen increasing acceptances of the practical wisdom of co-operation of this kind.

These meetings, which have been held bi-annually, are becoming more and more beneficial each year because we come to discuss our problems, forget our troubles, and in return take back with us information which can be applied to our business.

At the organizing of this ass'n a practice of this kind was rarer than the conviction of murderers in the courts of the United States today.

This is the spirit which is making our meetings a success and I hope that it will continue, because I personally feel that this is not the end of all our troubles, but we are getting ready to face new ones which are just coming over the horizon.

We are all interested in co-operation and legislation; the former when it is beneficial to all, the latter when it is equitable and fair.

The past year has seen bills promulgated by our Congress which are both radical and discriminatory, and as I see it detrimental to the grain trade. The present Farm Bill now before Congress is the result of pre-election promises, and in whatever form it is passed its application will be problematical and its results something which none of us can conceive—even the men back of it having no real conception of its ramifications.

We all realize that farmers have taken a loss and that the grain dealers themselves are as much the victims of circumstances as they are. The only difference is that the grain dealers understand more or less why conditions are such, while the farmers are taught that market conditions are the result of deliberate attempts to deprive them of that which they think is rightfully theirs.

Self-styled economists and professional friends of the farmers have seized upon the so-called depression in agriculture as a means of access to the press and public platforms, to explain widely the different methods by which they might rescue it from the dire fate they profess to be impending.

This agitation has been detrimental to those who have tried to be faithful and do the best

they can under the circumstances, to say nothing of its effect on legitimate business—in short, it has made matters worse. I sincerely hope that the present Farm Bill will accomplish that which the men who have written it anticipate, because to change conditions and methods is not only inconvenient, but most expensive, and until conditions become normal it is necessary that we prepare for reduced business activities.

**Reduced Prices:** Less than three months ago July wheat sold at \$1.35 per bushel. Just a few days ago it sold at \$1.00—a decline of nearly one-fourth. Other grains have gone down in a lesser degree.

It is impossible to ignore the effect that such a decline of leading farm products will have on the purchasing power of the agricultural sections, even assuming a plentiful yield. It is this prospect that makes a decline in business prosperity appear inevitable.

A very gradual down trend in commodity prices need not bring depression because it gives time for adjustment, but such slump as farm products has had gives no such opportunity.

Reduced farm buying power cannot fail to be reflected all along a line with reduced demands for all kinds of goods and lower prices on industrial products also less manufacturing activity and reduced employment.

When this becomes rampant I feel the decline will be nothing more than that which we have lived through before, namely, the low business activity of 1924. The very decline in prices itself will bring some compensation in the low cost of living. With the present credit machinery backed by ample gold reserves nothing but wanton stupidity would permit a panic to develop. Nevertheless, for the next six months conservatism, low inventories, and a policy of keeping down expenses will pay the best.

This year we are going into a wheat crop with the cash market lower than the futures, which is caused by the largest carry-over of wheat we have ever had. We are also going into a crop year with a very low price on wheat. This may stimulate buying at the beginning of the crop year by the outside trade with a very strong tendency on the part of the farmers to want the elevators to store their wheat.

The thing that seems most important is that we first reconstruct our minds and get ourselves in a sound psychological frame of mind; and secondly, that we reestablish the principles we have set up heretofore through which the ideas and the knowledge and understanding which may come out of this meeting may be put in actual practice.

A meeting of this kind can do little except to exchange ideas, and to pass resolutions, the latter meaning little unless they are translated into some form of action back into the offices where we do our business.

SECY. W. W. CUMMINGS, Toledo, gave a summary of the reports of the Sec'y and Treas. and announced that the Ass'n had the largest number of members in its history. His report follows:

## Secretary Cummings' Report.

During the past year the ass'n gained 60 new members but lost 16 thru death, discontinuance of business, mergers, etc., making the membership the largest of which we have any record.

On this, our Golden Anniversary, we are hopeful of having five hundred members, but the movement of grain in our state the past year has been so light and revenue to the elevator operators so small that the gain made can be considered a very good one. The outlook for the coming year is much better especially for a good wheat crop and we expect to be able to make a record gain.

Only seven group meetings were held during the year, but at every one of them a good crowd turned out and those in attendance received a lot of good from mingling with their fellowmen. The meetings contemplated for December, January and February, were cancelled on account of icy conditions of the road and the probability of small attendance.

The prize offered by the association to the person obtaining the most new members was won by Mr. Dean M. Clark of Grain Dealers Journal, Chicago, he having obtained 9 new members. The following persons also secured one or more new members: Phil Sayles, 6; Maurice Maney, 6; Edgar Thierwechter, 4; Joe Doering, 4; J. A. Streicher, 4; L. J. Schuster, 4; W. S. Cook, 2; Herbert Wooley, 2; Chas. Keilholz, 2; O. Garver, 1; E. O. Teegardin, 1; O. E. Richardson, 1; D. J. Schuh, 1; Eli Short, 1; D. C. Shepard, 1;

The coming year will be an eventful one to every grain man and the best results can be obtained by a united front. It is essential that we work together and the best way to do this is thru our state and national ass'ns. If you are not a member do your part by joining and help protect the future of our business.

CHAS. B. JENKINS of Noblesville, Ind., who served the Ass'n as President in 1905-6, gave a review of the trade conditions then existing and the pessimistic vaporings being indulged by the grain dealers of today. The grain dealers of our land perform a real service for their communities and the substantial farmers know this and have confidence in the grain dealers. Your facilities and your experience and training equip you to handle the country's grain with greater efficiency than anyone else.

I have no fears of this nation being wrecked by the man in the White House and I challenge anyone to get money out of the U. S. Treasury without ample security.

PRES. THIERWECHTER appointed the following com'tes:

Auditing: W. S. Cook, S. M. Bender and R. Brundige.

Nominations: C. A. Hiegel, S. L. Rice and John North.

Resolutions: E. C. Eikenberry, F. E. Watkins and A. M. Dougherty.

Adjourned for the boat trip to Put-in-Bay.

## Wednesday Evening Session.

The second session was called to order by Pres. Thierwechter at 7:55 p. m. in the convention hall, who introduced Mr. R. I. Mansfield of Chicago who addressed the dealers on legislative matters. His address is published elsewhere in this number.

Chas. Quinn, Sec'y of the National Ass'n, in discussing the farm relief law outlined the aims and purposes of the drafters of the law, which is stated in the Declaration of Policy, a part of the law, which is published in full elsewhere in this number.

Senator Fess wrote many Ohio grain dealers that all progress in industrial lines has worked injury to many established merchants. I will read the 3rd section of the Declaration of Policy which was made a part of the law so that if the bill ever gets before the Supreme Court no doubt will remain as to the purpose of the lawmakers.

Congressman Fort advised me that the bill meant just what it says. If we stabilize the grain markets we will support and maintain the prices at a reasonable figure. When the stock market has a slump the Wall Street leaders go into the market and buy and buy until the key stocks advance and the confidence of the investing public is regained and the stock market is stabilized. We should be able to do as much for the grain growers in the grain markets.

The lawmakers overlook the fact that wheat is a world commodity in which every consuming and producing country is deeply interested. The demand and the supply of wheat is changed daily by many varying conditions while the supply of each stock is fixed and its value is seldom influenced by anything outside the U. S.

## Thursday Morning Session.

The third session was called to order in the convention hall at 10:00 a. m. by Pres. Thierwechter who called upon ex-Pres. Fred Mayer to tell of the Ass'n activities during his terms as President.

FRED MAYER, Toledo: I am tickled to be present at the Golden Anniversary of our organization, also to be one of the living ex-presidents. I attended the annual meetings at Star Island in the late 90's and rode with Commodore Dewey on the famous tug Fanchon.

Everyone soon knew all in attendance. We spent much time in singing, fishing and telling stories; some played poker. We used coal oil lamps, held no meetings until evening of the last day, then we talked about lending bags and elected officers.

In those days we had no Interstate Com-



merce Com'is'n, no Joint Rate Buro, no cooking or dissecting of grain samples, no Government supervision, no Government policing of trades, no radios and few telephones, but between you and me the grain business went along smoothly with little worry and we made some money.

E. C. EIKENBERRY, Camden, President 1912-15, said:

## Ex-Pres. Eikenberry Looks Backward.

In the history of the grain trade the period 1912-15 is the long ago as measured by the changes that have occurred in the years that intervene. The industry was only well aware that organization was necessary, and was about to try out the strength of organized effort.

We were striving to make ourselves decent; decent competitors, decent business men. We were knocking heads, beating in brains and displacing folly in trade practices and the settlement of disputes. Personally the outstanding single question with which I had to do was that of grades.

**Grades:** There were Exchange grades, National Association grades, private grades and usually, in country buying, no grades at all. During my term of office a persistent effort was made to induce the grading of grain at country points as it came from the producers. Much talk seemed to produce little effect but we did not appreciate how much education was required nor how many abuses were related to the chaotic grading practices. I participated in

**The Washington Conference** in 1912 when a dilemma exposing the disrepute into which the practices of grain grading had fallen forced in its solution an endorsement by the grain trade of the plan of federal supervision. From this time until the enactment of the Grain Grades Act in 1916 the trade was preparing for the vital change which was manifest.

The effect on the country trade was radical and thoroughly good. The grading system reflected back to the primary receiver, and the country grain trade struck down the unfair practices and rank abuses of the old lack of system and assumed a stability and honesty which were its good friends during the trying years of turmoil and change that immediately were to follow.

If we live in deeds instead of years we lived a long time since 1915. and if change and crowded events strike the hours we have lived as long as the patriarchs.

S. W. SWOPE, Canal Winchester (Pres. 1921-22): I have had lots of pleasure and got considerable education from my connection with this Ass'n. I am unable to go back into the early history of this organization for I am only a kid. I have been in the grain business only 20 years and have much to learn.

S. L. RICE, Metamora (1923-25): We are indeed fortunate to be attending the annual convention of an organization which has withstood the trials and tribulations of 50 years. The group meetings during my term in office were well attended and helped to interest a large number of dealers in the work of the Ass'n. Our dear Sec'y McCord attended every one of them and made the arduous trips with us. His activities during those meetings put the best of us to trial.

CHAS. QUINN, continuing the discussion of farm relief legislation from the night before replied to President Thierwechter's query as to what is a cooperative marketing ass'n under the law, stated that the Capper-Volstead law describing cooperative marketing companies specifies that no one shall have more than one vote; no dividends in excess of 8% shall be paid, and the marketing ass'n shall not handle over 50% of non-member grain.

The new farm relief law is one of the vaguest laws ever enacted by Congress, because, as Senator McNary stated, they wished to avoid placing any handicaps or restrictions upon the Board. Congress has virtually signed a blank check for half a billion dollars and given it to the Board with power to do as it sees fit.

Stabilization of prices of any farm commodity of which we produce an exportable surplus may be attempted thru a stabilization com'ite selected by the advisory com'ite, but the stabilization com'ite will be under the guidance and control of the Farm Board.

J. H. MOTZ, Brice: I think that discrimination against existing grain marketing facilities is unconstitutional and our National Ass'n shud bring suit to test it. Few farmers of central Ohio want this legislation. They prefer

to run their own business and object to any interference by the Government.

MR. MANSFIELD: I cannot lose faith in the fairness of our Government. Our President is a man of more than average ability and I doubt that anything will be done to disturb the efficiency of the existing marketing facilities which have been developed thru many years' experience. The law is utterly impossible. All national pools have failed. I beg you to watch the Canadian Wheat Pool. The Australian Wheat Pool has been discontinued because the producers resented governmental interference with the marketing of their grain. The English Rubber Pool was a fizzle; the Brazilian Government has held its supply of coffee off the market until other countries have greatly increased their production, and Brazil has its warehouses full but no foreign demand.

I cannot share the pessimistic view of the grain trade's future held by some of your members.

FRED G. SMITH, Federal Supervisor, Chicago, told of the late developments in grain grading, which will be published in a later number.

E. C. EIKENBERRY, Camden, Chairman of the Resolution Com'ite, reported that the com'ite had no resolutions to offer but that he would move that the Ass'n support the National Ass'n in fight against the enforced use of 80,000 and 100,000 capacity cars in place of 60,000 lbs. capacity, and that we protest against the increase in freight rates on grain as recommended by the examiners of the I. C. C. Carried.

D. J. SCHUH, Executive Sec'y, Board of Trade, Cincinnati, told of new tariffs and regulations suspended to the end that Ohio grain could move at as reasonable rates as grain from the west.

Mr. Schuh congratulated the Ass'n in the name of the Cincinnati Board of Trade on its attainment of fifty years.

J. H. MOTZ, Brice, presented a resolution changing the name of the Ass'n to the Ohio Grain, Mill and Feed Dealers Ass'n. Its adoption was moved by O. E. Teegardin and seconded by O. P. Hall. Carried without an opposing vote.

E. C. EIKENBERRY presented a resolution thanking the speakers and the hotel.

S. L. RICE insisted on a vote of thanks to the officers for their untiring efforts in its behalf.

J. H. MOTZ of the Nominating Com'ite moved the nomination of the following officers: Pres., Edgar Thierwechter, Oak Harbor; Vice Pres., O. Perry Hall, Greenville; Sec'y-Treas., W. W. Cummings, Toledo.

For Governing Board: Phil C. Sayles, Toledo; F. E. Watkins, Cleveland; E. O. Teegardin, Duvall; R. L. Watts, London, and Ralph H. Brown, Cincinnati.

All were elected without opposition.

Adjourned *sine die*.

## Cedar Point Notes.

S. S. DECKER from DETROIT.

FROM NEW YORK Joseph A. Abel.

SUPPLY TRADE Roy Smith, SKF, Cleveland.

BUFFALO sent E. E. McConnell and Dan A. Southwell.

FRED E. WATKINS again represented CLEVELAND.

ONE LONE SHIPPER FROM MICHIGAN, A. H. Osgood, Morenci.

The Miracle molasses process demonstration truck was exhibited at the boat landing.

COLUMBUS' FOUR included D. M. Cash, W. S. Cook, L. G. Foster and M. R. Maney.

SOUVENIRS included pencils and carnations by E. E. McConnell, and tees by the Ohio Dept. of Mill Mutuals.

ROBERT LEE EARLY and D. J. Schuh, Executive Sec'y of Grain and Hay Exchange, came from CINCINNATI.

THE DANCE hall and the roller coasters won most of the attention after dark.

SWIMMING in Lake Erie and wading 'way out on its sandy beach was a real treat for the mudhens from the interior.

A SUMMER resort may be an acceptable place for a grain dealers' convention, but not when other ass'ns are crowding in and demanding attention.

THE FREE boat ride to Put-in-Bay and the wonderful monument to Commodore Perry was a most enjoyable trip even if you failed to visit the wet caves.

DEALERS who unwittingly trailed along with the jolly undertakers into their extensive and attractive exhibits had to pinch themselves to make sure they were still alive.

JUNIOR EIKENBERRY of CAMDEN came to gain early contact with the Grain Trade.

FROM BALTIMORE were E. H. Beer, E. H. Beer & Co.; H. E. Elgert, Oscar M. Gibson and David H. Larkin, Chief Grain Inspector.

INDIANA SHIPPERS who came were G. F. Cabler, Ft. Wayne; C. B. Jenkins, Noblesville; W. M. Pearson, Monroeville, and E. P. Short, Ft. Wayne.

IDENTIFICATION badges were supplied and the registration conducted by the Ohio Dept. of the Mill Mutuals represented by LeRoy Neal, H. G. Pyle, L. S. Rice and J. E. Anderson.

TOLEDO'S CROWD consisted of P. M. Barnes; Siva Bender; F. C. Bowes; W. W. Cummings; H. R. DeVore of H. W. DeVore & Co.; J. L. Doering and John Luscombe of Southworth & Co.; Fred Mayer; C. E. Patterson of John Wickenhiser & Co.; H. F. Prue, Grain Supervisor of Produce Exchange; P. C. Sayles; Joseph A. Streicher and Geo. D. Woodman.

The following ladies favored us with their presence: Mesdames P. M. Barnes, Toledo; F. C. Bowes, Toledo; D. M. Cash, Columbus; Charles S. Clark, Chicago; W. W. Cummings, Toledo; E. C. Eikenberry, Camden; C. A. Hiegel, Leipsic; W. L. Jennings, Clyde; Fred Mayer, Toledo; Wm. Myers, Lockbourne; A. H. Osgood, Morenci, Mich.; C. E. Patterson, Toledo; S. L. Rice, Metamora; S. P. Robertson, Caledonia; G. H. Smith, Hoyville, and Edgar Thierwechter, Oak Harbor, also Misses Eikenberry, Camden; Laura A. Clark, Chicago; Myers, Lockbourne and Resler, Caledonia.

OHIO SHIPPERS present included: E. Bender, Waldo; L. W. Brandon, Van Wert; Pearl Burket, Oak Harbor; G. C. Cline, Ashville; Leo S. Cook, Monroeville; E. L. Diller, Bluffton; A. P. Eier, Nevada; D. W. Einsel, Ridgeway; George Forrester, Oak Harbor; A. L. Garman, Delphos; O. P. Hall, Greenville; C. A. Hiegel, Leipsic; A. Hornung, New Bavaria; W. L. Jennings, Clyde; G. I. Johnson, Lindsey; Ted Jones, Oak Harbor; D. W. Mahaffey, Morral; J. H. Motz, Brice; Wm. Myers, Lockbourne; O. A. Meyer, Erlin (Fremont p. o.); R. North, Groveport; J. A. Resler, Caledonia; S. L. Rice, Metamora; S. P. Robertson, Caledonia; C. H. Rubins, Kenton; F. H. Ryer, Lindsey; C. H. Rogers, Litchfield; J. A. Rupp, Elmira; J. Schultz, Youngstown; L. C. Schmunk, Oak Harbor; F. E. Sharp, Kipton; C. W. Sifritt, Green Camp; G. H. Smith, Hoytville; S. A. Steele, Chillicothe; E. O. Teegardin, Duvall; Edgar Thierwechter, Oak Harbor; M. G. Vey, Gibsonburg; W. H. Walker, Oberlin; A. T. Ward, Fostoria, and L. R. Watts, London.

Oats come under stricter regulations in Alabama August 1. After that date oats bleached with sulphur fumes are barred from sale and all oats must be sold in sacks of 80 or 160 lbs. net, and must be branded or tagged to show the federal grade and the name and address of the shipper or distributor.



# Farm Relief Legislation

[From an Address by R. I. Mansfield, Chicago, before Ohio Grain Dealers Ass'n at Cedar Point]

Farm Relief has been actively before the American people since the readjustment period following the World War. Public platforms, newspapers, magazines and Legislative Halls have been filled with discussions, remedies, quack nostrums and uneconomic schemes to rescue the farmer from his "slough of despond." Like blacksmiths with forges and sledge trying to repair a delicate watch, many well meaning but wholly unqualified artisans have essayed to repair marketing machinery which is far more intricate than a watch with equally crude tools.

Even when so august a body as the Congress of the U. S. convened in special session at President Hoover's call to fulfill promises by the ruling political party, they were at a loss where to start, what to build and whether the mechanism thus assembled would accomplish the desired results.

Is it any wonder, therefore, that in this turmoil, the Grain Trade failed to bring forward any plan or panacea for Agriculture's ills. Like scientists who admit the possibility of perpetual motion, they found nothing in their philosophy, knowledge or experience to warrant any suggestion or solution and, therefore, they remained silent.

The Grain Trade knew full well the danger of interfering with the buzz saw of production, artificial price fixing or temporary price stimulants. Severe criticism descended on their heads and they have been variously accused of selfish personal interest, lack of sympathy with the producer and many other ulterior motives, none of which were true. Silence in their case became proof of guilt.

There is no golden legislative remedy for Farm Relief, nor will there ever be. Temporary methods may be employed which will stimulate for the moment. The law of supply and demand is still the supreme ruler in grain as in all other lines of mercantile endeavor. So do not misunderstand. There are many elements entering into the problem and many sound economic aids that will help materially if properly administered.

Under the guidance of a President thoroughly qualified by actual grain experience, it is expected and hoped that every known aid will be forthcoming as far as is humanly possible and that betterment in Agriculture will finally result.

The laboratory is to play a large part in Farm Relief and the chemist is already turning waste farm products to profitable uses. Already from cornstalks and pith there has been evolved by the alchemy of investigation, paper of high quality, rayon of silky texture for milady's hose and undergarments, low in cost and durable. While a substitute for lumber in building lines has appeared, cheap, durable, water and fireproof and providing perfect insulation against heat and cold. Who can foresee what waste materials on the farms may become revenue producers for the farmer.

Overproduction of wheat in the world the last crop year has resulted in the world's carryover of 350 million bu. This included 200 million bu. of old wheat in the U. S. or 70 million bu. larger than the carryover of the previous year. Our wheat was without foreign outlet because Argentine and Canada with large crops undersold us steadily abroad. Their wheat produced on cheaper land in greater abundance and at lower cost simply displaced our wheat abroad. This condition obtains up to the present time, with our new wheat crop just starting to move.

So much for the general picture—Now let us turn to Legislation.

The Farm Relief Bill enumerates these objectives:

- 1st—Minimizing speculation.
- 2nd—Preventing inefficient and wasteful methods of distribution.
- 3rd—Aiding producers organize for greater unity of effort in marketing through co-operative channels and agencies.
- 4th—Aiding in preventing and controlling surpluses in any agricultural commodity through orderly production and distribution.

The machinery set up by the Bill is as follows:

A Federal Farm Board of eight members appointed by the President, approved by the Senate, with the Secretary of Agriculture ex-officio a member. Terms of office are from one to six years.

Advisory Commodity Committees in each commodity to be authorized by the Board when necessary such as in wheat, corn, oats, cotton, etc.

Stabilization Corporations to be created in each commodity as emergency requires.

Clearing House Ass'ns with duties not clearly defined.

The Powers of the Farm Board are broad, covering:

Educational work in co-operative marketing of Agricultural commodities.

Development of such agencies.

Statistical data to be issued producers covering prices, experiences, prospects, supply and demand both at home and abroad.

Investigation of land utilization, reduction of acreage, unprofitable land in cultivation, methods of expanding our home and foreign markets.

Methods of developing by-products and new uses for agricultural commodities.

Transportation conditions and their effect on the marketing of agricultural commodities.

The supervision, oversight and disbursing of the revolving fund of \$500,000,000 provided in the act and the proper use of a fund of \$1,500,000 additional provided for the committee's expenses.

The revolving fund is available for loans to co-operative associations at a rate not to exceed 4% upon a 20 year repayment basis. The security against such loans is left to the discretion and action of the Farm Relief Board.

Sec. 9 provides for stabilization corporations empowered to buy, sell, hold, store, process or merchandise for its members, producer non-members may utilize its services.

Loans to the stabilization corporation are authorized to control any surplus and meet any carrying or handling charge.

Sec. 11 provides price insurance available to such handlers by reason of declining agricultural prices and is afforded upon application and payment of the premium.

The Bill has now been outlined to you in its official language. Its interpretation is wholly another matter and so far no two will agree upon it.

The picture is a Farm Relief Board with broad administrative powers—\$500,000,000 to aid it. Advisory Commodity Committees to be set up as required. Stabilization Corporations brought into being upon an emergency arising in any commodity. Clearing House Associations formed. Duties not clearly defined in the Bill, altho provided for by it.

A Price Insurance Department to insure holders against loss on any agricultural commodity by reason of price declines.

The strong factors in the Bill are, its broad executive powers, the large fund at its command, the declaration that their aim will be to place agriculture on a basis of economic equality with other industries and to protect, control and stabilize the currents of interstate and foreign commerce in agricultural commodities, to aid in preventing and controlling surpluses of an agricultural commodity through orderly production distribution.

The features that the grain trade will dissent from and that business men, economists and others will place little dependence on are the following:

To Minimize Speculation.—Speculation and its handmaid competition are the life of trade—be it in grain or any other mercantile endeavor. Find a business in which there is speculation and you will discover life activity and a broad liquid market. Find a business without speculation and you have a dead, dull, stagnant buyers' market without competition or life. Remove speculation from real estate and there is a dull monotony only broken by an occasional purchase as necessity compels.

Congress has been opposed to speculation for many years past and yet in grain the speculator is the biggest and best buyer when buyers are scarce and the market staggering under the heavy volume of movement.

Supreme Court Justice Holmes uttered a classic definition of speculation that has and will stand for all time as an unanswerable argument of its relation to society and business. May 8, 1905, the Supreme Court of the U. S. Ruled that the Grain Future Contracts are not gambling transactions, but speculative and legal. Justice Holmes said: "In a modern market, contracts are not confined to sales for immediate delivery. People will endeavor to forecast the future and to make agreements according to their prophecy. Speculation of this kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes equalizing prices and providing for periods of want. Laws to stop its being are vain."

The next objection of the grain trade is found in the Bills statement—inefficient and wasteful methods of distribution. The Washington officials and particularly the Dept. of

Agri. know full well that the handling of grain in the U. S. under the present marketing system is the cheapest, most efficient and highly scientific method of any country in the world. Repeated hostile government investigations have been forced to report that grain is handled from producer to consumer at the lowest margin of cost of any commodity in the country and with greater safeguards of honesty to all concerned.

The grain trade will stand proudly on this record and submit that if any inefficient and wasteful methods of distribution did exist, keen competition would long since have eliminated them. Do they desire proof? Canada, Australia and Argentine after extensive world research of all marketing systems, have adopted the U. S. method literally and without change. It is recognized as the most scientific, satisfactory method in the world today.

When world's wheat prices sank to unprecedented low levels during the past few months, you will recall that U. S. prices held above the world's parity during practically all that decline. The grain trade attribute this to the marketing system, both cash and futures and are firmly of the opinion that had it not been for the much maligned speculator, such would not have been the case. The speculator carried the load during all that long and trying period.

Speculation had been partially restricted by Government edict which took from the market a large buying power that it otherwise would have had. It is common belief among the trade that these market restrictions have cost the producer untold millions of dollars since they became operative and will continue to do so as long as they remain in force.

The best consensus of opinion in the trade is there is nothing in the Bill itself to suggest interference with the regular handlers of grain or any departure from present marketing methods.

The application of the bill by the Farm Board and its interpretation into actual performance will have much to do with future history in the grain world. It is quite probable that the Board will find it advisable and expedient to avail itself wherever possible of the present marketing machinery already tried and functioning.

Do not expect instantaneous action or results. The bill specifically provides certain procedure which in its very nature will require months to attain. The Farm Relief Program is the most important economic development of the century. It will be a live subject for front pages in the newspapers and public forums for a year to come.

Second only in importance to Farm Relief is Tariff Revision. The House measure fell short of agriculture's request in many major respects. The Senate is now holding hearings in anticipation of preparing its own tariff measure. This is already seen in the claims that the debenture plan eliminated from the Farm Relief Bill will be included in the Senate's Tariff bill. If agriculture's requests are acceded to the tariff as finally revised, will materially aid prices of agricultural products—grain, hogs, cattle and sheep. The fats and oils schedules presage this and the American family will have to pay higher prices for soap or go slightly soiled.

The coming year will require alertness on the part of grain men at terminal markets and at outside points. The year will see a determined and likely successful effort for higher prices after the Farm Relief Bill and the Tariff Revision machinery gets working properly.

## Lengthen Inspection Hours.

By H. R. LAKE, SANTA FE, CHICAGO.

The Kansas Inspection Department is co-operating with the railroads in plans to handle the grain movement. Kansas City, up until now has had a 9 a. m. cut-off. What I mean by that is that all grain arriving Kansas City up to 9 a. m. was inspected that day and was supposed to be tested that day and on the Board of Trade the next day. Any grain arriving Kansas City after 9 a. m. was not inspected until the next day and was not on the Board of Trade until the second day. Therefore, there was a delay to all cars there that was of considerable moment to the railroads. The delay to the grain that meant a good deal to the grain trade. The State Grain Inspector agreed with the railroads recently to extend that time to 3 p. m., giving us six hours additional time. That is to say, any grain we can manifest to them by 3 o'clock, they will inspect that day and have it on the Board of Trade the next morning, and the State Grain Inspector told us he would make the same arrangement effective at Wichita. Hutchinson, God bless them, already inspect grain as long as it is daylight.



# The Purpose of the Farm Relief Bill

[From an Address by Congressman Fred S. Purnell before Indiana Grain Dealers Ass'n]

Congressman Fred S. Purnell, Attica, Ind., member of the House Agricultural Com'te and of the Conference Com'te, who sees the newly enacted farm marketing bill as a triumph of eight year of agitation for farm relief and a triumph in which he holds personal pride, described some of the features of the bill before the midsummer meeting of the Indiana Grain Dealers Ass'n.

Mr. Purnell holds the bill to be as close as possible to the ideas of Pres. Hoover. The speaker feels the law is a vindication of the fight he has made "to give the farmer some semblance of bargaining power." His address, in part, was as follows:

You are interested in what this bill means for your business, and I will say that if anyone stands a chance of injury as a result of the bill it is the grain dealer. But I want to dispel any fears which such a remark may arouse by adding that as far as my personal judgment is concerned I do not believe that the bill will affect you injuriously or adversely.

You have established businesses. And without any campaign motive, I say that you are influential men in your communities; the highest type of citizenship is to be found in your organization, and the Government does not want to put men like that out of business. If application of the bill demonstrates a tendency to prove injurious to you, I hope, and I believe, that grain dealers are smart enough to overcome such a tendency.

The Government does not want to put out of business those in established, legitimate businesses. To guard against such a possibility I offered an amendment to the bill. It was one of two amendments adopted. This amendment has to do with the use of the half billion dollars provided the board to loan to co-operatives. I foresaw the possibility of co-operatives, established by government funds borrowed at cheap rates and for long terms and operated and controlled by the Government building plants across the street from established businesses. To prevent such a condition this amendment was drafted and it had the approval of Pres. Hoover.

In fact, I had the help and advice of Pres. Hoover in drafting this amendment. I conferred with him several times upon it. I am telling you this so that you can be assured that the President is not desirous of putting you out of business.

The amendment provides that no loan for construction, purchase or lease of facilities for handling grain shall be made unless the board finds that there are not available suitable existing facilities at reasonable rates. In other words, the co-operatives must show a need.

As long as Herbert Hoover is president I think you have no reason to fear. But Congress was confronted with an unusual situation. There is a farm problem and has been one. There is an inequality between farming and other business that has been recognized.

I hope that his bill will eliminate the farm problem. If it won't we'll have to try another bill. Thru the eight years of agitation we have been trying to solve this problem. And I want to say that as I watched Pres. Hoover sign this bill I had a feeling of personal relief. It meant the triumph of something I have been fighting for, something I have been studying.

This farm problem this bill is designed to correct.

The six and one-half million farmers scattered thruout all sections of the country have not been able to organize and do what other business has done. And farming is the greatest business in the country. To show you the size of the problem let me make these comparisons: The farm wealth of the country is estimated at 65 to 75 billions. The mines are worth 2½ billions; 4½ billions would buy every bank and trust company in the country; 19 billions would buy the railroads and 44 billions would get you every manufacturing plant in the United States. These figures along with the fact that 30 million people live on farms in the country show the magnitude of the undertaking.

To solve a problem involving an industry of such magnitude this bill was enacted. I do not think there is a thing unsound in it. I do not think it is in conflict with the Constitution. I think the basis of this bill is sound.

To those who might point out the forming of a new buro, a new Government group dealing with the farms, let me tell you that the purposes of the marketing board and the Dept. of Agriculture are entirely apart. This bill is attuned to the marketing problem. The farm

board and the Dept. of Agriculture serve two distinct purposes.

The Dept. of Agriculture with the \$154,000,000 appropriated to it last year and with its 22,000 employees is thinking of only one thing—how to help the farmer produce more and better things. It does not deal with profitable marketing. The new arm of the government—the Farm Board—is to help the farmer become effective and efficient in the profitable marketing of what he has been taught to produce.

The purpose of the board is to encourage co-operative marketing.

Under the bill the farmers can combine and own stock in stabilization corporations and these corporations can borrow from the Farm Board.

I don't know exactly how the bill will work out. We all have to learn by experience. Amendments may and probably will be advisable in the light of experience by the board.

This farm bill meets the ideas of President Hoover as nearly as any bill that could be passed by Congress.

We have been expecting the farmer to learn to produce more and then be a super business man. He is not a super business man, and other factors also have contributed to this situation. We have reclaimed great sections of land without policy, destroyed our forests at random and made what should have been left forest into farms and have reclaimed millions of acres that never should have been reclaimed. Add to this the urging which the farmer received during the war to increase his production. And add to this things that have cut down the consumption of what the farmer produces.

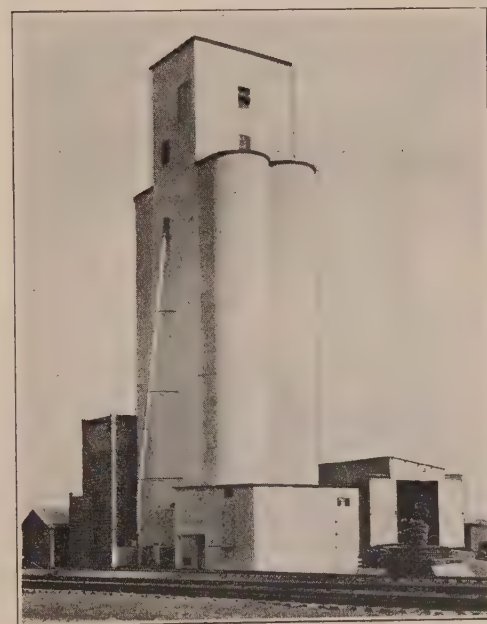
The trouble with the farmer is that he has no bargaining power. When you go to buy an automobile the price is fixed by the maker. It is not so with the farmer.

I know you men have bought on small margins, but that doesn't belie the fact that the farmer has no bargaining power. We want to fix it so that the farmer will no longer have to come with his produce and with a humble manner say: "What'll you give for it?" This bill wants to change that. This bill will improve and not hinder the progress of the country. A great deal depends upon the personnel of the board and Pres. Hoover realizes this.

Congress is determined to give the producers that bargaining power which to date they have not had. If this law won't do it then it will have to be amended.

Reliefers face a new problem. Grain 11,000 years old has been found in the delta of the Nile by an expedition of the Austrian Academy of Sciences.

Simplification of federal grain grading rules thru a national conference of grain men has been asked of Sec'y of Agriculture Hyde by O. P. B. Jacobson of the Minnesota Railroad and Warehouse Commission.



Robideaux Grain Co.'s Concrete Elevator at Parshall, N. D.

## Concrete Country Elevator at Parshall, N. D.

Concrete reinforced with steel is so costly that this most substantial material of construction is seldom chosen in place of the wooden cribbed style of elevator for service at country points.

Too often the owner or builder attempts to economize by having wooden partitions in the concrete structure, but in the reinforced concrete elevator just completed by the Robideaux Grain Co. at Parshall, N. D., all materials were noncombustible. An advantage over tile construction is the ease of designing a subdivision into small bins, this house containing besides the four large semi-circular bins 16 smaller interior bins with approximate carload capacity, each of the small bins being square or rectangular.

The plant consists of an elevator 105 ft. high, of 40,000 bushel capacity, a dump shed 52 feet long, a flour warehouse of reinforced concrete, dust bin, and a one story and basement brick office.

The elevator is equipped with two legs of 2,000 bushel capacity each with Salem Cups. The legs operate with individual motor drives working through Winter Head Drives. The leg motors are each 7½ h.p., G. E. dust proof type.

On the first floor of the elevator are two cleaning machines. One is a Big 4 Carter; the other is a flax cleaning machine. Each of the cleaning machines has individual motor drive, both motors being G. E. enclosed type.

On the floor directly above the bins is one Richardson Automatic Scale, discharging directly into a car loading spout and to bins in the workhouse.

The elevator is equipped with a steel stairway from basement to head floor. Stairs and platform are of the grating type. The elevator is also equipped with a steel frame counterbalanced manlift furnished by the Link-Belt Supply Co.

The dump shed is of structural steel frame with corrugated iron roof and cement walls. In the dump shed is one steel frame 18 foot Strong-Scott Truck Dump. The scale is a Fairbanks-Morse.

The flour warehouse is 18 feet x 28 feet with a concrete floor on a level with the floor of the cars, having a clear story height of approximately 14 feet.

The office is 16 feet x 24 feet, of wood frame construction, with brick veneer walls. The office is well lighted, has maple floor, inside plaster walls with grey colored trim.

In connection with the plant is a Randolph Drier housed in a tile building that was erected before the old elevator burned. The new plant was built by the McKenzie-Hague Co., Inc.

## "Clandestine" Regulation Dropped by Federal Commission.

The Federal Trade Commission has rescinded its rule declaring clandestine violation of a trade practice conference resolution to be unfair competition.

Commissioner Humphrey has been consistently oposed to the clandestine regulation from the first. No explanation accompanied the repeal, but dissenting Commissioner E. A. McCulloch said:

Adoption of the so-called "clandestine rule" was first declared by the Commission in approval of a resolution of the Trade Practice Conference of the cottonseed mill industry, but subsequently the Commission declared, as a settled policy, that the rule would be applied to violations of all trade practice conference resolutions, whether so resolved by a conference or not, hence the rule may more properly be termed a policy of the Commission.

It will be noted that secrecy is the essential element in the violation of mutually established rules, which is held to constitute unfairness—not open violations nor violations by those who have not agreed to abide by the rules.

Secret violation of a lawful compact between competitors in trade would clearly seem to constitute deception, fraud and bad faith and to be opposed to good morals. And it may also result in tendency to hinder competition.



# The Future and Efficient Marketing Methods

[From an Address by W. H. Foster, President Seattle Grain Exchange, before Pacific Northwest Grain Dealers Ass'n]

When one thinks of the future, it may be of the far distant or the nearby. There are, of course, exceptions to this rule, as for example our late lamented Secretary of Agriculture, Mr. Jardine.

The distant view looms rosy with such possibilities as an ever-ready export demand at prices such that the exporter or miller may always sell with a reasonable profit, simultaneously buying from the country on a basis satisfactory both to the country dealer and the farmer. While one's mind would enjoy dwelling on this happy prospect, it may perhaps be better to leave the fulfillment of this desire to Congress, which is now wrestling so manfully to attain this much desired end. It is probable that the august body is not concerning itself too deeply with the profits of the exporter, miller or country grain dealer, but nevertheless it is, in my opinion, trying to take a short cut to the grain millenium, and to date has made a fairly rotten job of it.

We are interested, as I see it, in the future as it can be measured by past and present facts—by our experience gained in normal day to day trading free from any dosage of political Kickapoo Oil.

The view of that future is very different from the one previously referred to and presents no such rosy picture. If future business is to be measured by the trading of the past few months, the outlook is dark enough in all circumstances. With a hesitant, nervous foreign buyer on the one hand and a reluctant farmer seller on the other, legitimate cash wheat merchandising has been well nigh impossible.

The usual tactics in such cases have been followed; those bearishly inclined have discounted the market to make sales; those bullishly minded have endeavored to spot the bottom as a place to accumulate some wheat. In either operation I venture little money has been made by the trade at large and probably, too, less has been lost than usual because of the smallness of the volume of trading. Those not speculatively inclined have suffered with the rest from the same lack of volume.

However, with the new crop coming on, volume must increase, whether the price suits or not, but it may not continue, and therefore we are concerned with the cause of last season's hold back.

Mr. Jardine had not the only all-seeing eye that could discern the growth of crops over the entire earth and thereby qualify himself to advise the wheat farmers of the United States to hold their wheat. He was ably abetted by the country bankers, who, for the small fee of eight or ten per cent per annum, also advised the farmer to keep his wheat for a better and brighter day.

Let us hope that the lesson of the past season will teach our cabinet officers and bankers in the future not to prophesy the trend of grain prices. Let us hope they will confine themselves to stating the facts as they find them, without the addition of unsound advice. Perhaps then, when the farmer finds that he has a fair profit in his wheat, he will sell at least a part of his crop, thereby securing that profit to himself, at the same time allowing the trade at large to operate and make a legitimate return for the high class of service which it renders.

At any rate, the members of this association can assist themselves and their farmer customers by pointing out to the bankers that their efforts to secure lucrative loans at the expense of the farmer have apparently reacted as a boomerang, for surely if any form of farm relief is enacted it will include the loaning of money at rates much less than the country banks now ask. Perhaps then in the future these banks will be willing to work more closely with the grain merchants and come to realize that we are not enemies either of the farmer or the banks.

Volume of trading. We should bear in mind that our Pacific Coast situation is different from other parts of the United States. Our crop is primarily white wheat and the great bulk of it is soft. Much of it must be exported as wheat or flour and it has its best chance of sale before the Australian whites come into competition, particularly in Europe, and before the Canadians press on the Oriental market. Our wheat then should be sold between July and October inclusive. The reason it is not so sold is because the price is liable to be depressed by the heavy offerings. Nevertheless, in my opinion, the wheat should be sold. If the price is unduly low and does not yield a satisfactory return to the farmer, he can replace his cash wheat with options in

a later position. The fact that the surplus is disposed of will make the options all the stronger later.

This statement is not a new thought, but it deserves constant repetition. I also realize that the farmer who sold his wheat and bought options this past season took a loss in the options, but I believe his loss was less than it would have been had he held his wheat. All the farmers on my books this season lost money on the options—most of them about eight cents a bushel or slightly less than their original margins. But very few of them put up any more than their first margins and thereby actually saved money as against holding their wheat. Had they held the actual wheat there would have been no incentive such as the margin call to cause them to sell out and stop further loss.

The other side of the market. The farmer's main concern is to secure the highest possible price for his wheat and it is for that reason he holds until May in the hope of a May bulge. In order to secure this high price (if it comes) he pays interest, storage, insurance and taxes to the extent of thirteen cents a bushel or more. Now if a May bulge comes, the more distant futures, say September, likewise advance in sympathy to some extent at least and often reach a level entirely satisfactory to the farmer. Why should he not then sell September to cover a part at least of his prospective crop?

I know one well-to-do farmer who, two years ago, sold his crop five times; four times he sold the options and bought them back at a profit and the fifth time he sold his cash wheat. If the farmer does not want to bother with short sales of options, you men in contact with him should endeavor to contract his new crop and hedge it yourselves. You will often find that the highest priced cash wheat you thus buy will turn out to be the cheapest in the long run.

Perhaps when the farmer has learned all about the use of options some of you will be complaining because of no storage in your warehouses. It will be up to you then to buy the farmers' wheat and hold it yourselves against sales of the distant futures when they are at a carrying charge.

Unless you are speculating, your interest is in selling the wheat you buy at a profit—you are not concerned as is the farmer in getting the highest price for the season. Even at 8% interest, I venture that your average carrying expense in normal years will not exceed a cent a bushel per month, so that whatever there is above this per month in the difference between options is just that much earned on storage.

You have almost the same chance at this business that any of us on the Coast have, because while your interest and insurance may be higher you do not pay them on the freight. When you want to sell your cash wheat you will find plenty of buyers on the Sound who will buy the cash and take your Seattle options off your hands simultaneously.

## Excessive Tolerance in Reweighing Coal.

Protest against the 1% tolerance rule in reweighing coal and the weighing charge where the weight is within the tolerance figure has been made by the Corn Belt Coal Merchants' Ass'n in a complaint filed with the Interstate Commerce Commission.

The complaint follows three years of failure on the part of the carriers to revise rules which the ass'n believed unfair to its membership. The fight has been conducted by L. C. Smith, Des Moines, Ia., and E. B. Curtis of the T. M. Fullerton Lumber Co., Minneapolis, Minn.

The present tolerance rule of 1% but not less than 500 lbs., the complaint cites, gives a tolerance of 1,000 lbs. on a 50-ton car and is out of line with track scales and bureau of Standards figures. The bill also cites free weighing at Council Bluffs, Ia., Omaha, Neb., and South Omaha while ass'n members are charged \$2.25 for reweighing if the car is within the tolerance regulation.

Failure of railroads to protect the coal while on its long trips from the mines makes reweighing necessary, the ass'n asserts. The protest also hits freight charges on percipitation.

## The Portland Grain Futures Market.

FROM AN ADDRESS BY A. M. CHRYSTALL, PRES. PORTLAND GRAIN EXCHANGE, BEFORE PACIFIC NORTHWEST GRAIN DEALERS AT SPOKANE.

To go no further back than the year 1927-1928, Portland shipped in wheat and flour 51,000,000 bus., or more than twice as much as any other American port on the Sound, and for that reason among others the grain interests of Portland decided to establish a futures market in Portland.

The decision to establish a futures market was not arrived at in haste, but it was the result of careful study and thought by the entire trade, and you may rest assured that now that this market has been created, it is going to be supported, for we mean business. I wish to state here very definitely that we of Portland feel that the establishment of a futures market at Portland will work out as a benefit to the whole trade of the Pacific Northwest, for I think it has been very clearly demonstrated within the last three months that Chicago is not a safe nor an adequate hedge against our local commitments.

For instance, during the period from February 20th to May 31st, Chicago May options dropped from \$1.33¾ to 94½¢, a total drop of 38½¢, while during the same period Portland's cash market prices dropped from \$1.24 to \$1.02, or 22¢, against Chicago's 38½¢. Further, the two markets do not go up and down simultaneously. Some day Portland may go up, and on the same day Chicago may go down. March 6, Chicago dropped ¼¢, Portland rose 1¢. Between March 7 and 11 Chicago went up 1¢, Portland, 3. March 28-April 14, Chicago dropped 2½¢, Portland remained unchanged. These figures are sufficient, I think, to emphasize the point that we need a local board which will reflect the results of local conditions.

Further, we also feel that the establishment of a market in Portland will work out to the benefit of the Seattle market. In fact we feel there is room for both markets to operate successfully, as no doubt there will be occasions for spreads between the two boards.

The Portland Grain Exchange has at this time 43 members. We are ready to commence operating June 19. Our membership is still open for you to join, and at present seats cost \$500, with \$50 additional which goes towards organization expenses. All members of the Portland Grain Exchange must, of course, be members of the Portland Merchants' Exchange.

The Portland Grain Exchange is organized as a Corporation, and is therefore by its corporate form a limited liability company. It is organized for the purpose of dealing in wheat futures, and is under the supervision of the Department of Agriculture, from whom it holds its permit to do business. In order to make its scope as wide as possible it was decided to make Seattle a delivery point, so that wheat sold on the Portland Grain Exchange can be delivered at either Portland or at Seattle on an equal basis. This feature should appeal and be attractive to your dealers in the interior, who are so situated that you can ship to either market at an equal freight rate.

## Foreign Grain on Hamburg Futures.

Foreign grain liable to a higher import duty than grain imported under "most favored nations" treaties will not be a valid tender on Hamburg Grain Exchange future contracts when the exchange approves the request of the Hamburg Chamber of Commerce.

Executive committees of both bodies believe that buyers are entitled to base their calculation on normal import duties when buying grain in the future market. Normal import duties are accepted in general practice but such a stipulation in contracts is necessary to avoid any doubt. In order to avoid confusion the validity of this clause will be restricted to certain months not yet mentioned.

Acceptance of the new rule seems assured.



# Pacific Northwest Grain Dealers Meet at Spokane

From all directions came grain dealers of the Inland Empire for the ninth annual convention of the Pacific Northwest Grain Dealers Ass'n, held at the famous Davenport Hotel, Spokane, Wash., June 14-15. The trade, even from Minneapolis to Los Angeles, turned out.

Harboring an inborn spirit of brotherhood and friendliness, the Inland Empire is unique, as is the city of Spokane, both of which strikingly impress the stranger with their manifest love of nature, their partiality to contentment rather than fortunes, their unconfined interest in sports, and the absence of social stratas, which spells unadulterated democracy.

To the tenderfoot in the territory, the grain trade problems are distinct and individual, even within the same counties, in Washington, Oregon or Idaho, where the membership reside. Trade practices differ as widely as do sectional problems.

To illustrate, a strain of wheat can be planted in one part of Washington and will grow No. 1 hard, while that same wheat will be graded soft when grown not 100 miles distant. The weather works the difference.

The multiplicity of strains and varieties of different grains and lack of new capital in the grain business have hampered the movement towards bulk handling, as farmers will grow several varieties of wheat in the same field. Hence bag handling promises to linger awhile, despite the increasing cost of bags.

An interesting situation to the novice, also, is the independence of the grain prices of the Inland Empire. Chicago prices may go up 5c, but down 5c here.

Absence of hedging protection is, consequently quite obvious, which, when coupled with the warehousing laws of this section, give an impetus to storing growers' grain willingly.

Growers, from experience, have more confidence in grain warehousemen here than in bankers. Hearing of growers having storage receipts of six years' vintage is not unusual.

The easy-going attitude of the Inland Empire natives does not hamper their spirit of progress, as is particularly evidenced by their wholehearted co-operation for uniform warehouse receipts, uniform trade practices, uniform discounts, uniform warehouse inspections, uniform bookkeeping systems, and equitable margins.

The financial havoc wrought by "HOLD YOUR WHEAT" JARDINE was branded as malicious and devastating, and the ex-secretery was given many a pointed jolt.

LADIES attended the convention this year, for the first time, on unanimous invitation, adding color and additional attraction, as well as greater participation in the many social functions.

In the Inland Empire everyone has several hobbies. Golf, shooting, tennis and fishing are

favorites and are pleasantly indulged at every opportunity. All sorts of contests and matches were played off at convenient times after the sessions. Such pastimes are preferred to the friendly visitings, so coveted at other conventions.

With such an environment, the Pacific Northwest convention was distinctly unique.

About 200 were present at the opening session.

RICHARD J. STEPHENS, Spokane, president, started the proceedings by appointing three sergeants-at-arms to round up the shy grain dealers hugging the back wall and to usher them to the orchestra seats. His opening greetings bore a message of brotherhood and friendliness.

REV. LUTHER N. WILLIAMS, Spokane, brought a ray of hope to brighten the day, dwelt upon the spiritual presence of Wm. Ryer, a deceased member, and invoked divine guidance.

Commenting on Legislative Activities, Rev. Williams told of the Congressional visitor who acquired a worried expression after reviewing the members of the House and the Senate. In explaining his concern, he told his inquirer he was not worried for fear the Congressmen were overworked, but for the future of the taxpayers of the country.

A. J. FABION, Spokane City Commissioner, delivered a typically sincere and warm address of welcome.

THE SPOKANE GRAIN MERCHANTS ASS'N which meets weekly, was touched on by President Stephens, in introducing the following gentlemen:

J. W. BALFOUR, Spokane, president of the Grain Merchants Ass'n, responded to the address of welcome for the organization, with a shower of good stories. Mr. Balfour concluded with an outline of the growth and future of Spokane as a grain storage and distributing center, and the bulk handling facilities to be erected there soon.

## STATE LEGISLATION AFFECTING GRAIN DEALERS.

"GRAIN dealers as a rule," President Stephens said, "pay little attention to state legislative affairs, which perhaps accounts for the blundering mistakes perpetrated by the average uninformed politician, but the next speaker is a shining exception."

H. E. GOLDSWORTHY, manager of the Rosalia (Wash.) Grain Co., and a state legislator, on "State Legislation Affecting Grain Dealers," reviewed measures passed and proposed in the state legislature, particularly stressing bills affecting warehouse practices and receipts. Lack of uniformity of receipts, non-negotiability, lack of warehouse inspection, non-

conformity with state laws, etc., were interestingly reviewed in detail.

Progress made in overcoming this state of affairs and proposed amendments to present statutes, were outlined, with the recommendation that the delegates get together to outline a uniform warehouse receipt for the legislature that would be binding, but flexible enough to cover varying warehouse practices in the Big Bend, Palouse, and Walla Walla territories.

Mr. Goldsworthy favored the proposed increase in fees, which the grain dealers opposed on a recent canvas.

Pres. Stephens outlined the progress made by the organization in the direction of uniform warehouse receipts, and appointed the following com'tee to confer with Sec'y of Agriculture, E. J. Barnes:

Senator O. T. Cornwall, Walla Walla, chairman; S. C. Armstrong, Seattle; E. A. Boyd, Spokane; N. P. Friel, Waterville; H. E. Goldsworthy, Rosalia; Dick Raymond, Spokane; A. J. Haile, Spokane; Sol Reiman, Odessa; J. E. Trimble, Garfield; A. J. Urquhart, Lind; L. M. Smith, Spokane; Wm. Sutherland, Colfax.

## STANDARDIZATION IN WAREHOUSING PRACTICES.

Warehouse practices in vogue in the Pacific Northwest do not comply with the spirit or letter of the state laws. He contends a warehouse is a quasi-public institution and a farmer tendering grain for storage is, therefore, entitled to obtain same. The warehouseman is required, also, to deliver the same quality, weight and variety of grain, on demand, and any deficiency must be adjusted.

A practice has arisen in the Big Bend country whereby the title of grain is lost by the farmer storing grain in warehouse and a sale effected at the warehouseman's option. This is contrary to the intent of the warehouse law.

More efficient warehouse inspection is a growing need, both in the interest of the grower as well as the country shipper and terminal receiver. Such can only be accomplished through an increase in the warehouse license fees.

Standard bookkeeping forms to enable warehouse inspectors quickly to check receipts against shipments and actual stocks with book balances was urged. Uniform adoption, without legislative compulsion, would make the inspection task but slight, compared with its present complexity caused by devious bookkeeping systems employed. It was suggested the legislature might embody standard bookkeeping forms in forthcoming legislation.

Warehouseman's bonds, in light of a recent Supreme Court decision requiring the bonding company to pay as much as the face value of the bond to any and every successful claimant, removes the necessity of higher bonds.

Fire from locomotive sparks destroying property on land leased from the railroad is solely the warehouseman's loss. The railroad is absolutely absolved from all liability under provisions of the railroad leases.

Subrogation clauses in railroad leases and fire insurance policies places all of the burden of financial responsibility for the fire losses on the warehouseman.

Scale tickets not having subrogation clauses open warehousemen to graver responsibility than they would willingly take if aware of the hazard involved.

Warehouse receipts generally carry the subrogation clause absolving the warehousemen from responsibility for fire loss, and scale tickets, likewise, could be printed to bear subrogation clauses in force; however, such is not a general practice.

It is therefore vital to the warehouseman that he issue warehouse receipts every night for all grain taken in during the day to escape being responsible in case of loss.

A responsibility too huge to carry could easily arise by permitting an accumulation of grain on which no warehouse receipts were issued. No one would knowingly assume such a risk.

Cases called to the attention of the grain dealers were striking. A locomotive spark burned down a shed of wool on which no storage receipt had been issued. In the final settlement the warehouseman paid the farmer.

In the case of a fire and destruction of a grain warehouse, the insurance company will pay the farmer, get an assignment from him, and sue the railroad. The railroad in turn sues and collects from the grain warehouseman, both in accordance with terms of subrogation clauses of the individual contracts held with the warehouseman.

EARL J. BARNES, Olympia, Wash., State Director of Agriculture, reviewed the ware-



Left to Right: H. E. Morrison, Walla Walla, Wash.; O. T. Cornwall, Walla Walla; E. W. Eaves, Lewiston, Ida.; Eugene Kelley, Pullman, Wash.; Phil Benedict, Portland, Ore.; W. H. Foster, Pres. Seattle Grain Exchange.



houseman's liability further before he outlined the work of his department in warehouse inspection, and their wholehearted willingness to co-operate with the grain dealers in any and every respect.

With but rare exceptions the grain trade has been found to tally bushel for bushel in stocks on hand and outstanding on storage receipts.

Present license fees for warehouse inspection now going into the General Fund. It is, I believe, impossible to get a measure through the legislature appropriating further funds for the work of this department, however, it might be possible to create a separate and distinct revolving fund (as exists in Kansas and Missouri) to accumulate and dispense the funds for this work.

In concluding, Mr. Barnes said: A surplus is not going to be reduced by raising the price. Cutting handling margins to the bone is the only present opportunity of aiding the farmer to get a higher price.

I should like to be able to conscientiously tell the farmers they could irrevocably hold their wheat for an approaching higher price, as did ex-Sec'y Jardine, but wheat acreage is increasing, and consumption is not keeping pace therewith. Since farmers do not seem to be inclined to reduce wheat acreage, it appears as though agriculture is rapidly becoming a case of the survival of the fittest.

Before reading a letter of appreciation for flowers, written by Wm. MacDonald of Spokane, now in a Seattle hospital suffering from a motor accident, President Stephens read closing quotations from all markets.

**THE RESOLUTIONS COMMITTEE** appointed, composed of E. A. Boyd, Spokane, chairman; Victor Donis, Ritzville; L. P. Beaumann, Seattle; E. H. Mickelson, Lewistown; Floyd Roberts, Portland; and G. L. Toevs, Spokane.

**COMITE ON DISCOUNTS AND Dockages:** J. J. Lavin, chairman, Portland; F. M. Baller, Spokane; H. G. Burns, Reardan; E. M. Cardwell, Almira; C. A. Conners, Creston; O. T. Cornwell, Walla Walla; Henry Cortes, Marcellus; G. S. Downer, Grangeville, Ida.; E. W. Eaves, Lewiston, Ida.; N. P. Friel, Waterville; Harper Kimberling, Spokane; J. J. Grief, Uniontown; J. B. Hanton, Seattle; Frank Hurst, Washtucna; B. J. Kjore, Spokane; H. A. Martin, Portland; H. E. Morrison, Walla Walla; Matt Nealy, Plaza; Lee Lamberton, Seattle; Victor Peterson, Grangeville; Sol Reiman, Odessa; N. A. Roberts, Portland; Frank Ryer, Seattle; G. P. Wales, Seattle, and A. J. Webster, Palouse.

With a number of announcements on many matters, the assembly, which retained its number intact throughout the entire session, adjourned for a quick luncheon.

### Friday Afternoon Session.

A. E. KELLEY, Pullman, Wash., pleaded with the delegates to present a united front in opposing proposed increases in the jute tariff, particularly because of the burden of the increased cost of grain bags used in the Inland Empire.

Grain dealers are not in a position to change from bag to bulk handling of grain on a moment's notice, and, considering practices in vogue, this increased cost of bags would be prohibitive.



Left to Right: G. K. Landers, Seattle, Grain Supervisor; T. A. Kempen, Lewiston, Ida.; C. W. Wright, Portland, Chief State Grain Inspector; Albert Tjossem, Ellensburg, Wash.

A motion was passed to the effect that the organization wire all congressmen from the states of the Inland Empire requesting their opposition to the tariff hoist.

DR. D. A. COLEMAN, Grain Division, Washington, D. C., spoke in interesting detail on the "Milling and Baking Qualities of the World's Wheats," which treatise will be published in a later number.

A vein of humor was introduced by President Stephens in calling forward all federal and state inspection and supervision men. His manner of presenting this 'beauty show' group and his humorous comments were enjoyed by everyone.

B. W. WHITLOCK, in charge, Pacific Coast Headquarters, U. S. Department of Agriculture, Portland, Ore., who was just previously introduced as a style model, commented on the "Uneven Loading of Cars and Its Effect on Grade and Protein Test," illustrated his instructive survey with charts showing unevenly loaded and untrimmed cars how they are sampled, and the inspection returns on typically unevenly loaded cars. His address will be published in a later number.

### OATS, A CEREAL MILLER'S VIEWPOINT.

S. C. DRAPER, manager, Grain Department, Albers Bros. Milling Co., Portland, Ore., spoke on "Oats, a Cereal Miller's Viewpoint." The company with which he is associated has been very active in stimulating oats cultivation in specified portions of the Inland Empire. Oats production has been declining and the number of varieties increased. Only two strains of oats are recommended.

The white oats is favored by cereal millers in preference to the many other varieties, particularly because of their superior keeping qualities.

The intricate course of a bushel of white oats from the country elevator to the breakfast table and the Scotch Ale House bar, was outlined step by step. The many stages of treatment were fascinating. Oats must now be shipped in to supply the present demand.

Discussion following brought out the opinions

that the farmers will not grow oats because the crop cannot be combined, and also, that the number of poor varieties introduced have discouraged production. Oats smut treatment was also recommended.

C. R. LONERGAN, Dept. Public Works, Olympia, treated Docket 17000 and the subcases falling thereunder. The importance of this case to the dealers of the Inland Empire was emphasized in everyone's mind after hearing his survey.

It was prophesied in following discussion that the \$1 a car transit charge assessed west of Montana would be eliminated.

W. H. FOSTER, President Seattle Grain Exchange, spoke on "The Future and the Seattle Grain Exchange," which is published elsewhere in this number.

**CROP REPORTS:** A survey of crop conditions in representative territories were, on the average, below normal. Weather conditions have not been the most favorable.

The crop year has been lacking in moisture, nevertheless, an average of about 15 bushels to the acre is expected. Grangeville, Ida., reported normal rainfall and a large crop.

J. I. GRINER, state superintendent of agriculture, Olympia, advised it would be possible to cut inspection costs 80c if the trade would accept the inspection on a car moved directly from diversion point into consumptive channels. As it stands now, a car moves to Spokane, is inspected, and when sold on that certificate to a Spokane firm like Boyd-Condee Co., is re-inspected again before unloaded. This second inspection is considered wasteful. Inspection at Astoria would suffice for both Portland and Seattle, in his estimation, and would concentrate the work of the state agricultural staff and permit a weighing charge of 3c a ton instead of 5c, as at present.

No action resulted.

PRES. STEPHENS cited that on all the eastern business his firm had transacted, grain was sold basis Spokane weights and grades, federal appeal being called before shipments went forward, and that no difficulties or disagreements had been encountered.

It was, in conclusion, proposed that a motion be adopted to the effect that grain freight rates be reduced to the lowest possible figure.

### The Banquet.

Some 350 were feasted at the royal banquet climaxing Friday's festivities. Colored caps, whistles, balloons, and the rest of the fun makers were ever present.

Music accompanied the 6-course dinner, which was ably presided over by A. J. Haile, Spokane, toastmaster. No heavy speeches were in order.

Even between the acts, when the banquet hall was changed over to a shadowy setting for dancing, mixed serenading kept enthusiasm waxing high.

No one would willingly find himself or her-



Left to Right: N. P. Friel, Waterville, Wash.; A. Alexander, Wilbur, Wash.; J. J. Montgomery, Tekoa, Wash.; L. S. Jackson, Portland, Ore.; J. B. Hanlon, Seattle, Wash.





Roger D. Pinneo, Mgr. Seattle Merchants Exchange, and L. H. McIntyre, Mgr. Feed Dept., Washington Co-op. Ass'n, Seattle.

self guilty of leaving the party before midnight.

## Saturday Morning Session.

General rains throughout the entire Inland Empire, reported by a special survey conducted by Logan & Bryan, added a new spirit of exhilaration to the Saturday morning session. Rain had been an unknown quantity up until this time and was greatly needed.

President Hoover had ended the uncertainty over "farm relief" measures by signing the bill that Congress had been using for a football, which also relieved a certain tension felt by the assembly.

To complete the new feeling of relief, Pres. Stephens announced the finding of a dozen lost hats, which were promptly claimed.

The third business session was called to order with nearly 100 present, all of whom remained through the entire program.

A. M. CHRYSTALL, president, Portland Grain Exchange, which body opened the second grain futures market in the Pacific Northwest, on June 19, discussed the advantages of futures markets which would reflect sectional trend rather than world conditions.

His address will appear in the next number of the Journal.

## MONTANA STORAGE CHARGES AND REGULATIONS.

G. H. MORAN, Chief Grain Inspector, State of Montana, Great Falls, spoke in detail on 'Montana Storage Practices and Charges':

Elevating and loading charges are to be fixed by law in Montana July 1st. Sections 3588, (a) and (b), cover receiving, grading, weighing, elevating, insurance, 15 days' free storage, and delivery to owner.

Mr. Moran read the regulations provided by the state law.

The Montana law does not deal with handling charges where no storage is involved, contrary to the seemingly specific regulations contained in Sections 3579, (a) and (b).

Montana storage tickets insure to the owner of the grain the option as to place and form of delivery. Delivery of a like grade and quality and weight is mandatory. Idaho, Washington, North Dakota wheats, or wheats from any other state may not be substituted.

Storage in Montana is considered as a bailment and not a sale, therefore, the holder of a storage ticket is protected against loss through failure of the elevator, which is bonded and must make reports regularly to the Department, and hold sufficient grain to cover outstanding storage obligations.

The provisions of the standard Montana storage receipt are very rigid.

Prior to July 1, storage charges have been fixed by the regulation of the Commissioner of Agriculture. After July 1 of this year the charges will be fixed by law.

It was very difficult to determine fair storage charges for elevators doing both a storage and cash business, as the items of cost are difficult to segregate.

Investigations by the department in 1921 developed that it cost, according to the testimony of three of the largest line elevator com-

panies, \$3,342.50, \$3,358.50 and \$4,137, respectively, for each company to operate one house. These items of cost follow:

Cost of Operating a Line Elevator in Montana.		
	First house.	Third house.
Salary and wages....	\$1,250.00	\$2,000.00
Power, light and heat.....	150.00	152.00
Taxes (not on grain).....	85.00	100.00
Rental .....	15.00	20.00
Bonds .....	52.50	34.00
License—Warehouseman ...	15.00	15.00
Scale inspection.....	15.00	25.00
Insurance .....	75.00	80.00
Grain insurance .....	70.00	70.00
Maintenance, supplies, repairs, etc.....	350.00	135.00
Postage .....	40.00	35.00
Traveling .....	160.00	120.00
Depreciation basis, \$9,000; house, 7 to 8%.....	280.00	425.00
Interest on investment.....	490.00	425.00
Executive management.....	240.00	240.00
Public bond.....	5.00	5.00
Telephone and telegraph....	50.00	.....
	\$3,342.50	\$4,137.00

Assuming the average cost of operation of each of the 600 elevators in the state to be \$3-500 per year, each storing an average of 87,000 bushels out of eight-years' average crop of 52,000,000 bushels, the assessment of the 4c a bushel handling charge would about equal the cost of operation and the storage collected at 1c a bushel per month should represent a profit.

According to the investigation by our department, the operation does not work out in exactly this way for various reasons, among them being the fact that the elevators operate partly on a cash grain basis and partly on a storage basis, and a large proportion of the grain originally put in storage is later sold to the elevator in which stored. This latter situation places the grain on a cash basis, involving risks and costs not considered in the operation of a public warehouse, and conditions not regulated by law.

However, regardless of the final disposition of the grain, the handling charges that can be justified can only be arrived at by considering the business of the elevator as solely for the purpose of storage and handling. Considered on that basis, the Montana Department of Agriculture, after thoroughly going into every angle of the situation prevailing in the state, has ruled that the charges now made by Montana elevators are justified because of the service required of them as a result of the exceptional conditions existing in the state. Also, the Montana legislature has endorsed the ruling of the department by enacting the charges

into law. It is very probable, therefore, that the present storage and handling charges will remain in effect until such time as conditions change from those existing at present.

No opposition to storage charges has developed, except relating to the original optional feature of charging at all, which resulted in discrimination. Under the new provisions, effective July 1, 1929, charging for storage is mandatory.

WAREHOUSING bond premiums were disclosed as being \$50 per \$10,000 in Montana, compared with \$200 per \$10,000 in the Inland Empire. The wide variation is a matter the organization will look into during this coming year, in attempt to have premiums adjusted to a more equitable basis.

## DISCOUNTS-DOCKAGES COM'ITE REPORT.

THE REPORT of the Com'ite on Discounts and Dockages, presented in the form of motion, was to the effect that the schedule of Rules, Regulations, Discounts and Dockages adopted at Walla Walla in June 1928 be continued.

SOL REIMAN, Odessa, submitted a minority report, proposing the differential on bulk wheat be changed from 3 to 4 cents a bushel, due to the high cost of second hand bags.

"We are trying to force the farmer into handling his grain in bulk. That is wrong. The cost of bags formerly determined the differential. Now no attention is paid to the big price factor."

The majority report was adopted.

WM. HARLEY, chief chemist Fisher Flour Mills, Seattle, attending the concurrent convention of the Pacific Northwest Cereal Chemists Ass'n, read three of the resolutions adopted by that organization, which were of interest to the grain dealers:

## Resolutions Adopted by the Association of Pacific Northwest Cereal Chemists.

1. RESOLVED, That this organization favor the development of an official method of loading wheat cars in order to make possible the securing of a representative sample for tests made on the wheat.

2. RESOLVED, That since moisture content has an appreciable effect on the protein content, all cars sold on the basis of protein test be tested for moisture immediately after taking the official sample.

3. RESOLVED, That since a variation of .2% protein is within the limits of experimental error, that this organization make it a rule, in the case of resampling cars, that the original test be not changed unless there is a variation of 0.2% or more from the test made in the original sample.

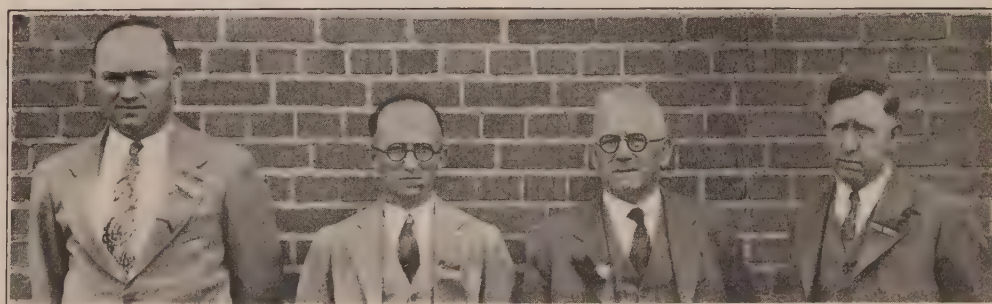
## ASS'N MEANS MUCH TO FARMER-GRAIN DEALER.

J. E. TRIMBLE, manager, Garfield (Wash.) Union Warehouse Co., glorified the benefits of the Pacific Northwest Grain Dealers Ass'n to the interior dealer.

"I can remember when I sold wheat for 65c and was docked 15c for smut. I have never been docked so heavily since the inception of this organization, although I have many scraps with the Pacific Coast dealers and usually get licked."

Mr. Trimble spoke at length, in a humorous vein, dwelling particularly on the strength of unity. His remarks "struck home" and netted five new members to the organization.

THE NOMINATING COM'ITE next appointed included: I. H. Bonham, Tacoma; A.



Left to Right: W. C. Raugust, Odessa, Wash.; C. A. Conner, Creston, Wash.; Stephen Higgins, Hartline, Wash.; H. D. Hall, Marlin, Wash.



M. Chrystall, Portland; E. W. Eaves, Lewiston, Ida.; J. C. Keller, Wilson Creek; H. E. Morrison, Walla Walla; Frank Hoorman, Genesee, Ida.; and G. I. Toevs, Spokane.

CHAIRMAN E. A. BOYD, Spokane, presented the following resolutions, and accepted recommendation that the organization request that President Herbert Hoover place a man familiar with grain trade and agricultural conditions in the Pacific Northwest on the newly created Farm Board:

### Resolutions Adopted.

#### Ask Efficient Marketing Facilities Be Safeguarded.

RESOLVED, That we, the members of the Pacific Northwest Grain Dealers Ass'n, have confidence in the ability and constructive vision of President Hoover, are depending upon his ability to safeguard the various interests of the growers and dealers of the wonderful growing and marketing industry of the United States, our interest being mutual, we are all interested in permanent staple markets.

The present efficient grain handling methods of the grain industry have been developed through years of careful, conscientious, conservative experience, builded wisely by our leaders of the past, and we believe and confidently expect that the President and Congress of these United States, in this period of unrest and overproduction, will enact only such legislation, through constitutional channels, as will conserve and safeguard to this nation the wonderful efficient grain handling facilities of the grain industry to the best interest of the whole nation.

Resolutions of sympathy and regret over death of W. A. Ryer of Spokane and thanking speakers, officers and entertainers were also adopted.

#### UNIFORM TRADE RULES COM'ITE RECOMMENDS G. D. N. A. RULES.

EUGENE KELLEY, Pullman, reporting for the Uniform Trade Rules Com'ite composed of himself, A. J. Urquhart, Lind; H. G. Burns, Reardan; B. F. Brewer, Walla Walla; and E. W. Eaves, Lewiston, Ida., recommended the adoption of the rules of Grain Dealers National Ass'n.

Discussion developed that such a move would be untimely until such date as the Seattle and Portland grain exchanges should make changes necessary to harmonize their rules therewith.

The difference between the two Pacific Coast exchanges now appears to be in the switching charges, over and under deliveries, and a few other minor differences. So the G. D. N. A. rules will probably be adopted.

Spirited arguments filled the following discussion. President Stephens declared that the Portland exchange had a rule prohibiting overshipments applying on further contracts.

He said that several times when he had contracts for 10,000 bushels of grain to be delivered at Portland, and shipped four cars, on 5600 bushels the first day, the 600 bushels average would be dumped on the market instead of applied to the balance of the contract. Market price only was paid by the Portland buyer, for this 600 bushels, instead of the contract price.

T. A. MARTIN, Portland, denied the Portland exchange ever had such a rule, and President Stephens insisted he had evidence of such a rule and such transactions.

Later, T. J. Roberts of the rules com'ite of the Portland Exchange admitted Mr. Stephens was right, but said the rule was in effect only two weeks.

With the announcement of several contests in the sport line, and the identifying of a few more lost hats, the meeting adjourned for luncheon.

### Saturday Afternoon Session.

SEC'Y STEPHENS then presented the following report of that office, which was accepted:

#### SEC'Y STEPHENS' REPORT.

During the past year our Ass'n has given greater service to its members than ever before. Our dues are only \$12 per year, and out of this we send \$1 for each member to the Grain Dealers National Ass'n. This \$1 affiliates our membership with the National Ass'n. Also out of

this \$12 we give \$150 to the committee in charge of our convention to help defray the convention expenses. Since the convention has started we have three new members, making a total of 93.

During the past year we have sent out more literature. In this has been included all the crop reports from the states of Oregon, Idaho, Montana and Washington, all the reports issued by the First National Bank of St. Louis, all the reports from Lamson Bros. & Co. of Chicago and the Logan & Bryan government reports, which includes both the United States and Canada.

We have been able to increase our total membership from 80 last year to 90 this year, which brings the total possible revenue to \$1,290, an increase of \$90 above last year. Our expenses increased \$26.83 this year above last, but this increase was given back to our members in the form of increased service to them.

Our bank balance on June 1, 1929, was \$1,126.98. This is a decrease of \$80.03 from last year. Our Ass'n was one of the many unfortunate who carried their balance with the Exchange National Bank. This bank closed its doors early in January and tied up our money. Since then they have paid back to us a dividend of 60% and are about to declare a second dividend of 20%, making a total of 80% paid back to the depositors. This 20% will amount to \$140, which will wipe out the decrease of \$80 and give us an increase of \$60 over last year's bank balance.

We would like very much to increase our membership, which in turn would increase our revenue and enable us to increase our service to our members. To do this a personal canvass would be too expensive, and the only other way left is for our members to help us in the sections in which they operate. These non-members are not receiving the benefit of the bulletins and crop reports that we mail out, but they are receiving the benefit of the work that we did this last year at Olympia, where we were able to help defeat several bills that were very detrimental to the grain trade.

SEC'Y-TREAS. Richard H. Stephens, Spokane, son of President R. J. Stephens, read the following treasurer's report:

#### FINANCIAL REPORT AS OF JUNE 1, 1929.

Balance June 1, 1928.....\$1,207.01  
Receipts from dues.....1,265.50

Total .....\$2,472.51

Expenses:  
Secretary's salary .....\$600.00  
Envelopes and stamps..... 80.37  
Long distance telephone..... 5.55  
Telegrams ..... 14.33

Printing:  
Programs for 1928 convention .....\$15.60  
Stencil for convention bulletin ..... 2.00

500 discount schedules..... 20.00  
2,000 letterheads ..... 12.75  
1,000 mimeograph letterheads 7.50  
250 membership cards..... 3.50

Contribution Walla Walla convention ..... 150.00  
Corporation tax, 1928..... 10.00  
Addressograph plates ..... .73

Dues Grain Dealers Nat'l Ass'n. 71.00  
Portland trade rules..... 10.00  
Secretary expense to Walla

Walla ..... 14.89  
Mailing folders ..... 2.52  
Overhauling typewriter ..... 12.00

Drayage of office equipment..... 1.25  
Office supplies ..... 5.10  
Flowers: W. A. Ryer, Mrs. J. K.

Smith, W. H. Irvine..... 21.10

Total expense .....\$1,059.59

Balance .....\$1,412.92  
Less 40% balance with the Exchange  
National Bank, due to their closing.. 285.94

Cash balance June 1, 1929.....\$1,126.98

Bank balance June 1, 1929.....\$1,126.98

DIRECTORS for 3 years recommended by the Nominating Com'ite and elected unanimously are: R. J. Stephens, Spokane; F. L. Jones, Walla Walla; A. J. Haile, Spokane; H. A. Martin and A. E. Sutton, both of Portland. Hold-over directors include: O. T. Cornwell, Walla Walla; H. L. McIntyre, Seattle; A. S. Downer, Grangeville, Ida.; F. M. Baller, Spokane; A. M. Chrystall, Portland; and Lyle Cubbage, Almira.

OFFICERS selected by the directors are: R. J. Stephens, Spokane, president; F. L. Jones, Walla Walla, and A. M. Chrystall, vice presidents; R. H. Stephens, Spokane, sec'y-treasurer. The new Executive Com'ite is composed of: Pres. Stephens, A. J. Haile, F. M. Baller, F. L. Jones, A. E. Sutton and H. L. McIntyre.

A NEW MEMBERSHIP campaign was inaugurated along the lines conducted by other organizations, that is, district membership chairmen to be in charge.

Therewith, the convention adjourned, *sine die*, the biggest on record in every respect.

### GOLF TOURNAMENT

A lively golf tournament was played at the Spokane Country Club. This attractive feature was enjoyed by several dozen delegates. Rain is no hindrance to golfing in Spokane, so the weather man ordered a fairly decent day. Shooting, fishing, and all other varieties of outdoor and indoor sports put a fitting finale on a splendid meeting.

### At Spokane Meeting.

234 registered.

FROM LEWISTOWN John McVay.

LONGVIEW sent Art. N. Brambach.

SAN FRANCISCO'S lone delegate was J. K. Smith.

TACOMA delegation consisted of I. C. Bonham and L. D. Crowe.

WALLA WALLA was represented by J. J. Chisholm and J. C. Scott.

GREAT FALLS' TRIO were A. J. Mahy, A. F. Straleehns and P. H. Young.

MINNEAPOLIS representatives included Carl Hofmeister and Geo. P. Meyer.

PORTLAND'S CROWD was made up of A. W. Baum, Phil Benedict, A. M. Chrystall, P. Doyno, S. C. Draper, D. E. Harris, W. A. Kearns, J. J. Lavin, H. A. Martin, S. E. Mikkelsen, John H. Noyes, H. Popick, F. S. Roberts and H. E. Sanford.

SEATTLE was well represented by S. C. Armstrong, L. P. Baumann, Perc. S. Brown, Horace P. Chapman, W. H. Foster, H. D. Gee, J. B. Hanton, R. M. Hawkins, W. P. Kyle, D. A. Leach, C. W. Nelson, Lee Palmerton, E. D. MacPherson, F. E. Ryer, Gordon T. Shaw and G. F. Wales.

U. S. DEPT. of Agri: E. F. Gaines, Pullman, Cerealist; J. I. Griner, Olympia, Sup. of Agri.; G. A. Hardgrove, Spokane, U. S. Dept. of Agri.; W. O. Hesselman, Spokane, U. S. Dept. of Agri.; R. E. White, Portland, Ore., U. S. Dept. of Agri.

GRAIN Inspectors and Supervisors: C. E. Cullen, Pendleton, Ore.; A. C. Gerimonte, Spokane; W. E. Hyde, Seattle; G. K. Lauders, Seattle; Walter Mikkelsen, J. J. Rainey, Spokane; E. L. Sammons, Garfield; Wm. A. Schultz, Spokane; R. W. Umbarger, Pasco; C. W. Wright, Portland, Ore.

#### Country Grain Dealers Present included:

From Montana, B. R. McAllester.

From Oregon, Walter Lehman, Pendleton; Carl Sager, Pendleton and M. L. Watts, Athena.

From Idaho, F. S. Baer, Craigmont; Geo. S. Downer, Grangeville; H. M. Driscoll, Troy; Geo. O'Dwyer, St. Maries; Theo. Hanson, Troy; Frank Hoorman, Genesee; W. W. Markham, Moscow; M. B. Mikkelsen, Lewiston; D. V. Miller, Lewiston; F. S. O'Neal, Kamiah; G. W. Tarbet, Cottonwood and Louis Westacott, Lewiston.

From Washington, W. A. Arlt, Ritzville; E. J. Barnes, Lind; C. F. Blank, Latah; B. F. Brewer, Walla Walla; Karl E. Bumgarner, Colfax; W. C. Colburn, Sprague; H. A. Conlee, Spokane; J. B. Conroy, Kennewick; Henry Cordes, Jr., Ritzville; O. T. Cornwell, Walla Walla; O. A. Courier, Creston; Lyle Cubbage, Almira; W. F. Daniels, Wilbur; Geo. K. Delaney, Kahlotus; Dan Droz, Colville; C. C. Elledge, Kahlotus; Geo. W. Istell, Waterville; Albert Fossem, Ellensburg; A. O. Fox, Watburg; N. F. Friel, Waterville; C. W. Gilstrap, Bluestem; John F. Green, Endicott; J. J. Grief, Uniontown; C. O. Harbour, Rosalia; Stephen Higgins, Hartline; F. W. Huffman, Quincy; H. W. Hull, Marlin; Frank Hurst, Washtucna; J. W. Imlay, Walla Walla; Lee Jasper, Davenport; Lowden Jones, Walla Walla; H. E. E. Kalkwarf, Benge; A. Eugene Kelley, Pullman.

J. C. Lasswell, Ritzville; Conrad Lenhart, Odessa; Lewis Lindstrom, Fairfield; R. V. McEwen, Colfax; H. L. McIntyre, Seattle; J. J. Montgomery, Tekoa; H. E. Morrison, Walla Walla; L. F. Nihoul, Malden; C. A. Peplow, Pasco; E. L. Perkins, Harrington; A. F. Philippi, Kahlotus; Geo. C. Pratt, Rockford; W. C. Rougust, Odessa; C. E. Reed, St. John; Sol. Reiman, Odessa; Jack H. Roberts, Colfax; F. M. Robinson and V. H. Robinson, Pomeroy; Carl Roe, Walla Walla; J. L. Rudolph, La Crosse; J. R. Saunders, Mt. Hope; C. B. Shoemaker, Kennewick; Victor C. Sieler, Ritzville; Brian Smith, Davenport; Walter B. Smith, Mondovi; W. Sutherland, Colfax; J. E. Trimble, Garfield; A. J. Urquhart, Lind; S. J. Watson, Kahlotus; H. M. Wilbanks, Wenatchee; H. B. Williams, Kahlotus; F. F. Wollenberg, Edwall and H. B. Woolward, La Crosse.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Little Rock, Ark.—George Niemeyer, Sr., veteran Little Rock business man, died of heart disease June 5 at the age of 70. He came to this city in 1878 and engaged in the grain business with his brother and the late T. A. Darragh as the Niemeyer & Darragh Grain Co., later becoming the sole owner and operating as the George Niemeyer Grain Co., of which he was pres. until 1918, when he sold his interests and retired. At the time of his death he was pres. of the George Niemeyer & Sons Grain Co. but was not active in the business. He is survived by his wife, four sons and four daughters.—P. J. P.

Ft. Smith, Ark.—Our organization recently purchased the mill and elevator occupied by the Wenderoth Grain Co. at this point, and the mill and elevator at Stillwell, Okla., of the Adair County Mill & Elevtr. Co. We also took over the elevator at Sallisaw, Okla., owned by the above firm, and have let contracts for building five new elevators at Ft. Gibson, Braggs, Gore, Stigler and Porum, Okla. Our property at Ft. Smith is located on the Frisco, the Stillwell and Sallisaw properties are on the K. C. S., the Porum and Stigler elevators will be on the Midland Valley, and the Ft. Gibson, Braggs and Gore elevators on the Mo. Pac. At Ft. Smith and Stillwell we have equipment for manufacturing corn products and at the elevators we have facilities for handling grain only, including shelling of corn.—Arkoma Grain Corp., Collier Wenderoth, pres. [Notice of the incorporation of this new company, officers, directors, etc., was given in the last issue of the Journal.]

## CALIFORNIA

Los Angeles, Cal.—The California Milling Corp., which operates an elevator, is adding a second 500-barrel unit to its mill, doubling its capacity.

Robbins, Cal.—The Sacramento Navigation Co., of Sacramento, Cal., has constructed a 6,000-ton grain elevator on the Sacramento River three miles west of Robbins, for shipment and storage of grain.

San Gabriel, Cal.—The Ambler Grain & Milling Co. recently opened a new plant here. The building is 80x160 feet, with four-story 40x40 section in the center. As the property contains two and a half acres, there is plenty of room for future expansion.

Subaco (Robbins p. o.), Cal.—The California Corrugated Culvert Co. is constructing a grain elevator in the Sutter Basin at this point for the account of the Robbins Farm Center, an unincorporated society which will operate the elevator under the name of the Robbins Farm Center Grain Elevator. No effort is made to provide storage in any amount or for any great length of time, the plant being constructed of two elevator legs of 3,000-bus. capacity each, and six 75-ton storage bins, its purpose being to receive grain from the farmers and load it into cars as rapidly as it is received with only 24 or 48 hour storage until a carload of grain is on hand. The management is in the hands of an executive com'tee, of which A. L. Pachmayr, Robbins, is chairman.—W. J. Duffy, Jr., director, Robbins Farm Center.

## CANADA

Montreal, Que.—The Kingston Elevtr. Co., Ltd., has been incorporated with head office at Montreal.

Hamilton, Man.—The Western Canada Flour Mills Co. is tearing down its old elevator to make room for a new one to cost about \$50,000.

Regina, Sask.—Donald MacRae has resigned as mgr. of the Saskatchewan Pool Elevtrs., Ltd., after being in the employ of the organized farmers for 17 years.

Throne, Alta.—The Alberta Wheat Pool Elevator and also the National Elevator adjoining it burned recently, as did likewise the oil warehouses in connection with them.

Vancouver, B. C.—Buckersfield, Ltd., has bot the grain and feed business of the United Farmers, Ltd., owning warehouses at Hammond, Haney, Whonnock and Ruskin, B. C.

Toronto, Ont.—Buying and selling wheat for members' accounts by the Dominion Millers Ass'n at its office here, and over which C. B. Watts, sec'y of the ass'n, has presided, will be discontinued.

Kingston, Ont.—Due to the recent vote of the House of Commons for harbor improvements here, the capacity of the proposed elevator for this point may be increased from 4,000,000 bus. to 5,000,000 bus.

Halifax, N. S.—Halifax harbor will be extended, since \$5,000,000 has been voted for that purpose, and the proposed 1,000,000-bu. elevator addition to the Halifax Harbor Commissioners' present elevator is now assured.

Montreal, Que.—In anticipation of the heavy demands soon to be made upon them, the elevators of Montreal harbor have all been overhauled and new machinery placed in some, at a total expenditure of about \$1,500,000, and are now all set for the rush.

Russell, Man.—The Canadian Wheat Pool and the United Grain Growers Co.'s elevators burned on June 1; loss, approximately \$100,000; covered by insurance. The elevator of the former company contained 25,000 bus. of grain and that of the latter 12,000 bus.

Windsor, Ont.—A protest against the proposed 2,000,000-bu. elevator on Michigan Central river front property has been turned over to the Windsor city council. It was given first to the Ontario department of lands and forests, which decided that the city's zoning by-law would cover the case.

Prescott, Ont.—The Canadian Government's new 5,500,000-bu. elevator now under construction three miles below Prescott, details of which appeared in the May 10 Journal, is expected to be ready to operate by August, 1930. The pile foundations for the elevator are now being driven. C. D. Howe & Co. are supervising the construction.

Vancouver, B. C.—D. E. Harris, mgr. of the grain department of Dodwell & Co. for several years, has become a vice-pres. of the Continental Grain Co. of New York and will hereafter manage the company's operations on the Pacific Coast from its Vancouver office. A. G. Diamant, former mgr. at Vancouver, is now at the headquarters office in Winnipeg.

Ft. Williams-Port Arthur, Ont.—The Royal Grain Commission, under Chief Justice Brown, which is investigating the administration of the Canada Grain Act, will hold sessions here early in July. The inquiry in Alberta was concluded on June 13 with a session at Medicine Hat, after which the commissioners were to have a week's vacation, then visit four or five rural points in Manitoba, hold a brief session at Winnipeg and then come to the head of the lakes for two weeks.

## WINNIPEG LETTER.

Winnipeg, Man.—A. G. Diamant, who has been representing the Continental Grain Co. of New York at Vancouver, B. C., has been made a vice-pres. of that company and will be located at the Canadian headquarters here in Winnipeg.

Winnipeg, Man.—Col. M. W. McDowell, former mgr. of the grain department of Solloway, Mills & Co.'s local office, has resigned to go into business on his own account and he has been succeeded by Alexander Weir, formerly joint mgr. of the same department.

Winnipeg, Man.—C. G. Kummerlander is the new general mgr. of the Dominion Malting Co.,

succeeding J. H. Pank, who resigned to accept the position of vice-pres. of the Milwaukee-Western Malt Co. of Milwaukee, Wis. A. R. Mensing continues as superintendent of the Dominion Co.

Winnipeg, Man.—Harry McElligott, mgr. of the rail and lake traffic department of the Canadian Wheat Pool, died unexpectedly the first week in June. Before he became associated with the pool he was with a number of different private grain firms in Winnipeg for a number of years. Only recently he had been appointed assistant western sales mgr. for the pool and had not yet taken up his new duties.

## COLORADO

Springfield, Colo.—The Infield Grain Co. has bot a new drive for its elevator at this point and for its Eads, Colo., plant has bot a new drive for elevator, also roller chain and other repairs, all furnished by the White Star Co.

Denver, Colo.—C. F. Waugh, formerly of the Midwest Bean Co. of this city, which was sold some time ago to Frank Hockensmith and E. H. Davis of the Bancker-Nicholls Brokerage Co., also of this city, is reported to be in Turlock, Cal., taking life easy in that sun-kist land.

Trinidad, Colo.—Major C. S. Benton, has been appointed general mgr. of the Trinidad Bean & Elevtr. Co.'s office here. Mr. Benton was formerly in charge of the Michelex Warehouse at Port Huron, Mich., and was also at one time with the Isbell Bean Co. at Detroit and the Elevtr. Exchange at Lansing.

Denver, Colo.—The Western Wheat Co. sold most of its property to Herbert M. Welsh and has not been actively engaged in the grain business since July 1, 1928. Our business is now operated as the Herbert M. Welsh Grain Co., with offices in Denver and Sterling, Colo., and operating elevators at Oliver, Neb., and Logan, Colo.—Herbert M. Welsh Grain Co., per Smith.

Sterling, Colo.—A. F. Conrad, formerly of Imperial, Neb., has taken over the office of the late James A. Moore, grain dealer, and will conduct a general grain brokerage business at 107 Commercial Bank Building, this city. Mr. Conrad has spent 16 years in the grain business, from the buying at country elevators on up the line. During the last five years he has represented the Updike Grain Corp. of Omaha and will continue to represent that company.

## ILLINOIS

Buffalo, Ill.—The J. E. McCann Grain Co. is installing a 10-ton Fairbanks Scale.

Tallula, Ill.—The Tallula Farmers Elevtr. Co. is installing a new truck lift. Mr. Shaw is mgr.—Squire Cavitt.

Charter Grove, Ill.—The Holcomb-Dutton Lumber Co. has installed a Kewanee Lift in its elevator at this point.

Table Grove, Ill.—The Farmers Elevtr. Co. is rebuilding the driveway of its concrete elevator and installing air lift dumps.

Minonk, Ill.—The Minonk Farmers Elevtr. & Supply Co. at a meeting of its directors June 9 decided to sell its elevator.

Garber, Ill.—Howard L. Carter, local grain dealer, will shortly install a standard model Kewanee All-Steel Truck Lift in his plant.

Weston, Ill.—The Weston Grain Co. is covering its east elevator with corrugated steel at the estimated cost of \$1,100.—Frank M. Ward.

Hudson, Ill.—E. J. Finley, who has operated an elevator here for the past eight years, discontinued business recently.—Frank M. Ward.

Nilwood, Ill.—The Nilwood Co-op. Grain Co. is now owned by Clarence Klime, whose brother, Charles, of Virden, will help in the management.

Burton View (Lincoln p. o.), Ill.—The Farmers Grain Co. is installing motors and a 10-ton type S Fairbanks Truck Scale, the installation being supervised by the Fairbanks Scale Service Truck.

Chatsworth, Ill.—The grain trade of the Chatsworth territory was scheduled to hold its regular meeting on June 25 at the Chatsworth Hotel, 7 o'clock p. m., where dinner was to be served.

Alsey, Ill.—The Alsey Elevtr. Co. has a fine new office now with an abundance of room and light. It resheeted the elevator recently and is all set for harvest. Harry Northrop is mgr.—Squire Cavitt.



Bath, Ill.—The Bath Co-op. Grain Co., Dick Bishop, mgr., has had carpenters busy working on the elevator for about two weeks and now has the plant in A1 shape, ready for harvest.—Squire Cavitt.

Ocoya, Ill.—The Ocoya Grain Co. is completing a new office and warehouse which adds much to the handling of sidelines. A new 10-ton truck scale is a part of the new equipment.—Frank M. Ward.

Hillview, Ill.—The Community Elvtr. Co., Emil Schram, mgr., is doing some extensive repairing to its elevator, putting in some new belts and tuning things up in general preparatory to harvest.—Squire Cavitt.

Gibson City, Ill.—Lawson Tjardes, proprietor of elevators here, at Derby and at Harpster, is having all of his elevators repainted, truck dumps installed and other general repairs made for convenience.—Frank M. Ward.

Jacksonville, Ill.—The F. J. Blackburn Co. is adding to its equipment a McMillin Combination Wagon and Truck Dump with extension for additional sinks, using a 2-h.p. motor with high speed chain drive for power.

Carlyle, Ill.—Herman Hallermann has started work on his 5,000-bu. elevator, for which he purchased the site of the old flour mill that burned in February, and expects to have it completed in time for the new wheat crop.

Arenzville, Ill.—The Arenzville-Hagener Farmers Grain Co. is installing a McMillin Combination Wagon and Truck Dump with extension for additional dump doors. Power is supplied with belting from other machinery.

West Brooklyn, Ill.—The Farmers Elvtr. Co. of this point is making some extensive improvements among which are the discarding of the old overhead lift and the installation of two standard model Kewanee Truck Lifts. I. E. Travis is doing the work.

Washburn, Ill.—The J. W. Abbott grain elevator burned at 2 p. m., June 9; loss estimated at \$30,000; grain insured, building partly insured. The grain, including 8,000 bus. of corn and 13,000 bus. of oats, was a total loss. The building was valued at about \$19,000.

Arnold, Ill.—Burglars broke into the general store of E. H. Steging, new mgr. of the Farmers Elvtr. Co.'s elevator, on June 9 and took a quantity of tobacco and cigarettes and three cases of pop. The company has the grain office in connection with the store.—Cavitt.

Brocton, Ill.—The Brocton Elvtr. Co. has installed a Fairbanks Truck Scale at its new elevator here. The Fairbanks Scale Service, operated by G. J. Betzelberger, supervised the work. This is the third truck scale this company has installed here within the last eight months.

Radley, Ill.—The Farmers Elvtr. Co., owned by the Earlville Farmers Elvtr. Co., is making some improvements to its elevator at this point, among them being raising the building and installing a Standard Model Kewanee Lift and a truck dump. Eikenberry & Temple are doing the work.

Orleans, Ill.—Early in June thieves broke into the grain office and general store of Wayne Kismett, mgr. of the Orleans Farmers Elvtr. Co.'s elevator, and carried away 45 pairs of shoes, some shirts and overalls and other goods valued at about \$500.—Squire Cavitt, with Bennett & Co.

Sycamore, Ill.—Elmer S. Brooke, who has been in the company's employ for several years, has been made mgr. of the Sycamore Farmers Grain & Lumber Co.'s elevator, succeeding Irving D. Banker, who has resigned to take a position with the Shurtleff Lumber Co. at Elgin, leaving July 1.

Chandlerville, Ill.—In the case of Joseph P. Haynes vs. G. C. McFadden, the master in chancery sold the elevator, grain tanks, lots, scales and corn bins at public auction to G. C. McFadden for \$12,500. The business was formerly conducted under the firm name of McFadden & Sons, A. G. Haynes being the managing partner.

Gibson City, Ill.—The name of our new firm is the Mattinson-Bailey Grain Co. and it is composed of M. C. Mattinson and James R. Bailey. The latter was formerly senior member of the Bailey-Moore Grain Co., grain dealers and brokers. The Mattinson-Bailey Grain Co. will do a wholesale cash grain business.—James R. Bailey.

Streator, Ill.—The regular meeting of the grain trade of the Streator territory will be

held on June 27 at the Plumb Hotel, Streator, at 7 p. m. The social meeting of the 6th was a huge success and Sec'y Culbertson hopes this one will be even better; since there are so many matters of vital importance to the grain trade, it is time members keep in close touch with one another.

Millington, Ill.—The large grain elevator here owned by Harry V. Weeks was struck by lightning, at about 5 o'clock a. m., June 12, and burned; loss to building, about \$20,000; to grain, \$2,000; about half covered by insurance. Fortunately, a large shipment of grain had been made from the elevator only a few days before, leaving only 2,000 bus. at the time of the fire. A message received from Mr. Weeks by the Journal says, "I expect to build an elevator at once to replace the one recently burned."

Gilman, Ill.—The regular meeting of the grain trade of the Gilman territory was held on June 13 at the I. O. O. F. Hall here, dinner being served at 6:30 p. m. This meeting was a social affair and ladies—in fact, the whole family—were included in the invitation. A good program had been arranged by the com'te in charge, the headliner being the Pullman Porter Quartet of Chicago, considered one of the finest quartets in the country and often heard over the radio from Chicago. A fine time was enjoyed by the more than 80 who attended. If the weather had not been so unsettled probably 100 would have attended.

#### CHICAGO NOTES

Board of Trade memberships are selling at \$33,000.

The Bauermeister Grain Co.'s plant was damaged to the extent of \$15,000 in a fire on June 23 in which seven horses were burned to death.

Stockholders of the Board of Trade clearing house are arranging for the amendment of the charter so that stocks as well as grains can be handled.

Howard Mallon has become associated with J. J. Bittel & Co., grain dealers, having severed his former connection with the Froedtert Grain & Malting Co. of Milwaukee, Wis.

Coats and vests may be removed by members of the Board of Trade during the summer months of 1929 under a recommendation of the floor com'te approved June 19 by the directors.

Edward Eckhart was seriously injured internally on June 15 when he fell 100 feet from a scaffold on which he was painting at the Rosenbaum Bros.' elevator at 102nd Street and the Calumet River.

William A. Fuhring, a member of the Board of Trade since 1888, died on June 14 at his home in this city after an illness of two months, at the age of 73 years. His widow and two daughters survive him.

The bill permitting the Board of Trade to deal in stocks and bonds without reference to the blue sky law was signed by Governor Emmerson on June 20. No date has as yet been set for the opening of the new department.

#### INDIANA

Nabb, Ind.—The Eberts Grain Co. is converting its plant here into an elevator.

Boswell, Ind.—The Boswell Grain Co.'s office was slightly damaged by fire on May 8.

Seymour, Ind.—The Farmers Co-op. Elvtr. Co. is installing a Sidney Overhead Dump.

Morristown, Ind.—H. J. Nading, former mgr. of the Morristown Elvtr. Co.'s elevator, has retired and will take a rest for a while.

Swayzee, Ind.—Papers showing final dissolution have been filed by the United Grain & Supply Co., which sold its elevator some time ago.

Lebanon, Ind.—The Lebanon Grain Co. is installing anti-friction bearings in its plant. The Sidney Grain Machinery Co. has the contract.

New Paris, Ind.—The Goshen Milling Co. still operates the elevator at this point. It is the only grain elevator located here. Mr. Blough is the mgr.

Swayzee, Ind.—The Swayzee Grain Co. has equipped its plant with a McMillan Combination Wagon and Truck Dump for supplying two separate dump doors.

Crawfordsville, Ind.—S. J. Alexander, mgr. of the feed and flour department of the Crabb-Reynolds-Taylor Co. for the past ten years, resigned recently to go into other business.

Cannelton, Ind.—The Cannelton Flour Mills, whose plant includes a 30,000-bu. elevator, filed a petition in bankruptcy in Evansville on June 19, with liabilities listed at \$42,000 and assets at \$41,079.94. This company had been operating for many years.

Cyclone, Ind.—The Stevenson Grain Co. has added to its equipment one McMillin Combination Wagon and Truck Dump for supplying its two grain sinks as well as the sink which supplies the hammer mill, using a 2-h.p. completely enclosed motor with high speed chain drive for power.

Huntingburg, Ind.—The trial of Donald J. Wallace, former head of the Wallace Milling Co. of this city; of Albert J. Wedeking, pres. of the Dale State Bank at Dale, Ind., and of others connected with banks and the milling company, expected to be held in June, has been postponed to the October term of court.

Terre Haute, Ind.—Stockholders of the Vigo Elvtr. Co., owners of the Kuhn elevator properties north of this city, are discussing ways and means of disposing of the property and dissolving the corporation. The property has not been in use for some time, Paul Kuhn, the former owner, having died over a year ago, and expenses, such as taxes and interest on bonds, are continually mounting.

Peru, Ind.—The final report of Scott J. Hurst, receiver for the Farmers Co-op. Elvtr. Co. of this city, has been approved and he and the surety have been released from further liability. He was appointed receiver in June, 1925, and operated the elevator until a little over a year ago when the plant was sold to the present operators, the Peru Grain & Coal Co., under the management of Frank Pyle.

Fort Wayne, Ind.—The firm of Stiefel & Levy will be dissolved on July 1 and will be succeeded by the Stiefel Grain Co. at Albion, Avilla, Cromwell, Kimmell and Syracuse, Ind., with headquarters at Fort Wayne, and by the Levy Grain Co. at New Haven, Ossian and Maples, with headquarters at New Haven.—Stiefel & Levy. [Louis Stiefel, senior member of the firm, died on Apr. 22, as reported in the Apr. 25 Journal.]

Indianapolis, Ind.—At the annual election of the Board of Trade, held on June 10, Otto P. Deluse was elected pres., Ernest M. Elliott was elected vice-pres., and Tom Oddy, treas. William H. Howard has been sec'y of the board for 23 years. Eleven members of the governing com'te were elected to serve four-year terms each, except Charles E. Hall, who was elected to serve a two-year term to fill the unexpired term of John J. Appel, deceased.

Indianapolis, Ind.—Fire at the National Elvtr. Co.'s plant on June 19 at 3 o'clock a. m., burned three buildings, including the elevator; loss, about \$250,000; fully insured. Oats to the amount of 45,000 bus. were destroyed, about the same amount of corn, and 45 carloads of mixed grain. The cause was not determined tho it is believed to have been either defective wiring or spontaneous combustion. Several valuable pieces of machinery were also destroyed. John W. Jordan, pres. of the elevator company, was quoted as saying that he was unable to state whether the elevator would be rebuilt.

#### IOWA

Auburn, Ia.—Wernimount Bros. have added an oat huller to their equipment.

Blencoe, Ia.—The Farmers Elvtr. Co. is installing a Sidney Power Feeder for its hammer mill.

Rudd, Ia.—The North Iowa Grain Co.'s elevator damage by a recent fire has been repaired.

Bancroft, Ia.—A new roof is being put on the Murray elevator, and other minor improvements made.

Alta, Ia.—A. E. Hilderbrand, who has been mgr. of the Quaker Oats Co.'s elevator here since 1910, has resigned.

Chatsworth, Ia.—The Independent Grain Co.'s elevator has recently been equipped with lightning rods. W. F. Evans is mgr.

Wesley, Ia.—I am now in charge of the Kunz Grain Co.'s elevator at Wesley, vacated by Art Riley now of Irvington, Ia.—F. J. Wellik.

Akron, Ia.—We are going to rebuild but are unable to give any details at present.—J. W. Hedges. [Mr. Hedges' elevator burned late in April.]



Marshalltown, Ia.—The Kessler Grain Co. has been awarded the contract for 2,000 tons of coal to be used in the public schools of this city the coming year.

Ruthven, Ia.—L. M. Miller, who has been employed at the Farmers Elevtr. Co.'s elevator here for some time, has resigned on account of the dust affecting his health.

Clutier, Ia.—R. L. Pace, formerly of Rockwell, Ia., has succeeded F. J. Welik, who has gone to Wesley, Ia., as mgr. of the Nye & Jenks Grain Co.'s elevator here.

Meriden, Ia.—The Farmers Co-op. Elevtr. Co. has just recently finished a new office addition, installed new grates and rebuilt its driveway. Ray Miner is mgr.—Art Torkelson.

Clutier, Ia.—Melvin E. Mundt recently underwent a surgical operation at Waterloo. He is recovering nicely and is now able to do light work around his grain office.—C. F. Beall.

Berkley, Ia.—The Carlson & Peterson elevator here will now be known as the F. W. Peterson elevator. Partnership was dissolved May 22. The elevator at Lehigh, Ia., will be operated by Mr. Carlson.—Art Torkelson.

Seymour, Ia.—There is only one elevator in Seymour, the firm name being the Mor-Kik Mfg. Co., Milton Liggett, owner. The E. H. Wilson elevator has been torn down. There is said to be a farmer here doing some scooping.

Conrad, Ia.—Oscar Jacobs of Yorkville, Ill., has been elected mgr. of the Conrad Farmers Elevtr. Co.'s elevator, succeeding F. O. Ray, who resigned to operate a grocery business recently purchased at this point.—C. F. Beall.

Waterloo, Ia.—The Pioneer Grain Co. has recently been organized here to deal in grain, hay, seeds and millfeed, with an office in the Marsh-Place Building, by A. G. Agnew and C. G. Larrabee. The latter was formerly sec'y of the Waterloo Brokerage Co., of this town.

Audubon, Ia.—The Leake Grain & Coal Co., A. J. Leake of Exira, owner, has been bot by the Green Bay Lumber Co., which will discontinue the grain business and merge the coal business with the lumber company. The Leake elevator burned several years ago and was not rebuilt.

Seranton, Ia.—Davis & Milligan are installing a new 20-ton truck scale with a canopy built over it, and are building an addition to their office on the south, with new windows and an alcove for the scale beams, and are rearranging the office.—E. H. Day, with Doern-Searritt-Hannah Co.

Lehigh, Ia.—The Carlson & Peterson elevator at this point will hereafter be known as the S. F. Carlson Elevator, as the partnership has been dissolved. F. W. Peterson, who operated the Berkley plant, will continue to operate it under his own name.—Art Torkelson, with Lamson Bros. & Co.

Haverhill, Ia.—E. O. Welp of Van Cleve, Ia., has purchased the Stalzer elevator here and will operate it in conjunction with his business at Van Cleve. Grain, lumber and other sidelines are handled at Haverhill. Mr. Welp's father-in-law, H. P. Kopel, will be the mgr.—C. F. Beall, with Lowell Hoyt & Co.

Calmar, Ia.—G. A. Meyer, in the grain, seed and livestock business here, operating under the firm name of Meyer & Co., died late in May at the home of a sister in Omaha where he had been visiting for a short time. He was 55 years of age. The business will be carried on as heretofore and under the same name.

Carroll, Ia.—H. J. Mighell's elevator here, leased by Arthur Sievers and operated as the Sievers Grain Co., is being remodeled and improved. Part of the elevator has been covered with sheet iron, the old dump and scales have been removed, making a solid floor, and one of the most up-to-date airlifts has been installed, the new approach to the elevator has been strengthened, some old buildings and coal sheds torn down and some new small buildings erected.

Stratford, Ia.—Both elevators here are being put in good shape for the harvest. Chris Williams' elevator, also known as the East elevator, has been painted and new signs lettered on three sides. The Stratford Grain & Supply Co.'s elevator, called the Farmers elevator also the West elevator, has had new cribs and coal storage space added. The cribs are about 100 feet in length and 30 feet in width and are planned to care for the overflow from the main

cribs of the elevator. The flooring of the cribs will be of concrete and the roof will be fire-proof.

## KANSAS

Elyria, Kan.—The Moundridge Milling Co.'s elevator here was damaged by windstorm on June 2.

Harper, Kan.—The Farmers Elevtr. Co. has bot cup belt, cup spouts, etc., from the White Star Co.

Osgood, Kan.—The elevator of the Stevens-Scott Grain Co. was slightly damaged by windstorm on June 6.

Burlington, Kan.—John Meek is the new mgr. at the Farmers Elevtr. Co.'s elevator, succeeding J. A. Mahurin, resigned.

Kismet, Kan.—Guy C. Miller succeeded J. W. Brown as mgr. of the Kismet Equity Exchange's elevator on June 1.

Idana, Kan.—R. D. Trechsel has purchased the Williamson Milling Co.'s elevator and now owns both elevators at this station.

Lucas, Kan.—The Derby Grain Co.'s elevator was damaged early in June by wind and hail that damaged a large area in this section.

Dodge City, Kan.—The Farmers Elevtr. Co.'s elevator, G. W. Glenn, mgr., is undergoing remodeling and will install some new machinery.

Jetmore, Kan.—The A. H. Ling & Sons Grain Co. has equipped its elevator with lightning rod cables, etc., furnished by the White Star Co.

Overbrook, Kan.—I have closed the deal for the Dodderidge elevator and will take possession at once.—John McClune, formerly of Garnett, Kan.

Kirwin, Kan.—The Farmers Elevtr. Co. is installing a Fairbanks-Morse 7½-h.p. Electric Motor, one of the dust-proof kind.—H. A. Smith, mgr.

Hutchinson, Kan.—Basil Rechel, formerly connected with the Phil Clarke Grain Co., has become associated with the Standard Grain Co., of this city.

Hutchinson, Kan.—B. Megaffin of the Red Star Milling Co. of Wichita has established local offices here to be in operation during the movement of the new crop.

Sublette, Kan.—George Snively, mgr. of the Security Elevtr. Co.'s elevator at this point, will also manage the Sublette elevator recently purchased by the Security Co. from W. P. Kleason.

Ashland, Kan.—Wallingford Bros. recently installed a 10-bu. Richardson Scale, compressor, White Star Cups and Distributor, and other material, all furnished by the White Star Co.

Winifred, Kan.—The Winifred Farmers Co-op. Ass'n has completely remodeled its plant, covered it with iron, provided lightning protection and installed anti-friction bearings in the head.

Buhler, Kan.—John J. Buhler of the Buhler Mill & Elevtr. Co. accidentally caught his hand in some of the mill machinery recently and as a result one of his fingers had to be amputated.

Agra, Kan.—The Agra Farmers Elevtr. Co.'s elevator has been closed, and Chester Halbert, former mgr., has been transferred to the farmers' elevator at Crowley, Glade, p. o., Kan.—H. A. Smith, Kirwin, Kan.—

Geuda Springs, Kan.—Mail addressed to Otto Bunch at this point is returned marked "Unclaimed." Mr. Bunch was reported in April as having bot the Geuda Grain Co.'s elevator here.

Claudell, Kan.—C. W. Smith, formerly with the Farmers Elevtr. Co. at Cowley, Kan. (Glade p. o.), has succeeded Emmett Bowers, resigned, as mgr. of the Farmers Elevtr. Co.'s elevator here.—H. A. Smith, Kirwin, Kan.

Dodge City, Kan.—The Salina Commission Co. of Salina, Kan., has opened an office in this city under the name of the Southwestern Commission Co., and will do a strictly brokerage business. J. G. Meier is in charge here.

Kingman, Kan.—The Farmers Grain & Mercantile Co., the incorporation of which was reported in the May 25 Journal, has taken over the business of the J. T. Braly Grain Co., and J. T. Braly is the sec'y and mgr. of the new firm.

# Who is Who in



## "The Virgin Wheat Mecca" Play safe and trade with the following Board of Trade Members:

**James E. Bennett & Co.**

*Grain Futures, Stocks, Bonds, etc.*

**Blood Grain Co.**

*Mill Orders—Consignments*

**Craig Grain Co.**

*Consignments—Milling Wheat*

**Davis-Noland-Merrill Gr. Co.**

*We Specialize in Futures*

**Goffe & Carkener, Inc.**

*Consignments—Futures*

**Hall-Baker Grain Co. of Wichita**

*General Grain Merchants*

**C. E. Jones Grain & Elevator Co.**

*Grain Merchants—Consignments*

**Simonds-Shields-Lonsdale Grain Co.**

*General Grain Merchants*

**Smith-McLinden Grain Co.**

*Wheat, Coarse Grains, Mill Feeds*

**Stevens-Scott Grain Co.**

*Wheat, Kafir, Milo Maize, Corn*

**Sam P. Wallingford Grain Corp.**

*General Grain Business*

**Wichita Terminal Elevator Co.**

*Receivers, Shippers—Storage*

**Adair Grain Co.**

*Wheat, Corn, Oats, Kafir*

**A. F. Baker Grain Co.**

*Wheat, Corn and other grains*



Wakeeny, Kan.—The wheat pool known as the Trego County Co-op. Ass'n has decided to dissolve and is offering its elevators located at this point, Collyer, Voda and Ogallah, for sale, the assets to be divided among the stockholders.

Hutchinson, Kan.—The Board of Trade election, held on June 4, resulted as follows: Pres., George Gano, succeeding Frank Summers; vice-pres., G. D. Estes, succeeding C. C. Kelly; directors—Lee Collingwood, C. D. Jennings, D. B. Frazee, F. J. Hipple, C. W. Stiles, E. E. Shircliffe and H. A. Davis.

Ellsworth, Kan.—The Ellsworth Milling Co. is a new organization formed for the purpose of operating the new concrete 1,500-barrel mill of the Weber Flour Mills Co., and altho controlled by the owners of the latter company it will be operated as a separate unit independently of the Weber business.

Cowley (Glade p. o.), Kan.—Chester Halbert, formerly mgr. of the Farmers Elvtr. Co.'s elevator at Agra, Kan. (now closed), has succeeded C. W. Smith as mgr. of the Farmers Elvtr. Co.'s elevator at this point, the latter having been transferred to the Farmers Elvtr. Co.'s elevator at Claudell, Kan.—H. A. Smith, Kirwin, Kan.

Brewster, Kan.—The Coffey-Larrick Grain Co., managed by Charles R. Coffey, is remodeling the entire elevator, including a new foundation, remodeled legs, head installation of new distributor, new master dust collector and cleaner, building three new overhead bins over driveway, covering elevator with sheet iron and putting in new dump pits. The work is expected to be finished before the grain rush.—Jimmie Quinn, with the Ted Branson Co.

Hays, Kan.—State testing laboratories have been established here and at Colby by B. H. Johnson, chief of the Kansas state grain inspection department, who will also locate special representatives of the laboratory service at Smith Center, Meade, Pratt, Garden City, Dighton and Larned, to aid the work of making protein tests for wheat growers. A plan has been worked out to enable growers to get prompt tests of their crop before marketing. The fee for protein tests in Kansas is 75 cents.

Wood (Hugoton p. o.), Kan.—Our firm, to be known as the Hawk Grain Co., is now building an 18,000-bu. elevator at Woods, on the Kan. & Okla. R. R., a short line out of Liberal, Kan., of which Woods is the end, 16 miles from Liberal. The Southwest Construction Co. has the contract and is working a large force trying to have the plant operating by June 25. Power for the plant is furnished by a Fairbanks-Morse Gas Engine. Equipment includes an 8-bu. Richardson Automatic Scale and a Fairbanks 10-ton Self-Registering Beam Truck Scale.—I. L. Harvey, mgr.

#### SALINA LETTER.

The Salina Terminal Elvtr. Co.'s offices have been moved to those of the Weber Flour Mill Co.

S. R. Scroby is mgr. of Wolcott & Lincoln, Inc.'s new branch office in the Farmers Union Building.

The Western Star Mill Co. is enlarging its offices. The company's new 250,000-bu. storage unit has been completed.

The Kansas Co-op. Wheat Marketing Ass'n is reported as having bot eight elevators in the western part of the state and as planning to build two.

At the recent annual meeting of the Board of Trade Ted Branson was elected pres. and John J. Vanier, vice-pres. The directors, besides the officers, are as follows: J. Roy Miller, Robert Wallace, Bryan Lynch, Harry Robinson and J. D. Tinklepaugh.

Salina, Kan.—Mack Brothers have opened up a general grain and commission business at Salina. We are going to handle consignments, also purchase grain to arrive. A. J. McMahan is pres. and C. B. McMahan is sec'y-treas.—Mack Bros. Grain Co., A. J. McMahan.

#### WICHITA LETTER.

The S. P. Wallingford Grain Corp's elevator was damaged by windstorm slightly on June 2.

Two large sheets of steel roofing were blown off the tanks of the Commerce Milling & Elvtr. Co. in the severe windstorm that visited this section on June 2.

The Sam P. Wallingford Grain Corp.'s new elevator is now ready for the new crop. The

Red Star Milling Co.'s new storage house is expected to be ready by July. The Pillsbury Flour Mills elevator will be ready before the middle of July. These three new plants will increase Wichita's storage capacity by 4,000,000 bus.

The Kansas Co-op. Wheat Marketing Ass'n has taken options on several elevators, the first of a string of western and southwestern Kansas elevators that will be tributary to a terminal elevator to be erected in Wichita within a year, according to announcement said to have been made by John Vesecky, pres. of the ass'n, recently.

### KENTUCKY

Mayfield, Ky. — The Mayfield Milling Co.'s mill building was damaged slightly by windstorm on June 1.

Danville, Ky.—Several small pieces of roofing were blown from the elevators of Anderson & Spilman in a recent windstorm.

Louisville, Ky.—Harry A. Volz, owner of S. Zorn & Co., local elevator operators and grain dealers, recently lost his father, August Volz, who was 80 years of age.

Nolin, Ky.—Notice has been given to the creditors of the Nolin Milling Co. of this place to present all claims against the company to A. H. Douglas, assignee, for final settlement. This company is also known as the Lynnland Roller Mills and the plant includes a 35,000-bu. elevator.

Louisville, Ky.—Henry Fruechtenicht, who disposed of his Franklin Street elevator and warehouse to John R. Watts & Son, as reported in the May 25 Journal, will in the future do his elevator handling at the Seventh and Mix Streets elevator plant, where he has a capacity of 25,000 bus. and where the offices will also be maintained. He has leased a warehouse on Franklin Street where grain, hay, feeds, etc., will be carried.

### LOUISIANA

New Orleans, La.—Emil Alt, Jr., has become associated with J. S. Waterman & Co.

New Orleans, La.—Promptly after being placed in charge of the personnel of the Grain Elvtr. Department, with full authority to modernize the system of handling, blending and conditioning grain, R. C. Jordan called on the trade at Minneapolis, Omaha, Kansas City, St. Louis, Chicago, Decatur, Springfield and Peoria, Ill., before assuming charge of this office and the elevators of the Board of Commissioners at the Port of New Orleans.

### MARYLAND

Baltimore, Md.—Andrew A. Kuhl, a representative of Hax & Co., grain and feed merchants of this city, for years, died at his home here on May 29.

Baltimore, Md.—Among the newly elected members in the Chamber of Commerce is Walter D. Tod, representing the Canadian Co-op. Grain Growers.

Baltimore, Md.—James L. Sellman, age 74, died on June 13. He was a member of the Chamber of Commerce for many years, being prominent in financial and importing circles here.

### MICHIGAN

Girard, Mich.—Lightning damaged the plant of G. W. and B. M. Maxon on June 16.

Casnovia, Mich.—The O'Melia Mills were slightly damaged by windstorm on June 14.

Saginaw, Mich.—Windstorm slightly damaged the plant of the Michigan Bean Co. on June 11.

Charlotte and Chester, Mich.—Belden & Co.'s plants at both of these points were slightly damaged by windstorm recently.

Vassar, Mich.—Hart Bros.' elevator here was robbed on the night of June 18, of 300 pounds of oats and 200 pounds of buckwheat.

Saginaw, Mich.—The 25th annual convention of the Michigan Grain, Feed & Hay Dealers Ass'n will be held this year on Thursday, July 25, at Saginaw, Mich., with headquarters at the Hotel Bancroft. It will be a one-day session only with luncheon and musical program at 12 m. The business program will start at 10 a. m., eastern standard time, with adjournment for luncheon.—T. J. Hubbard, sec'y and treas., Lansing, Mich.

### MINNESOTA

DeGraff, Minn.—The Welsh Grain Co. contemplates installing a feed mill soon.

Manyaska, Minn.—The Hubbard & Palmer Co.'s elevator burned on June 11; loss, \$10,000.

Dunnell, Minn.—The Dunnell Co-op. Elvtr. Co. has installed a new scale in its east elevator.

Canby, Minn.—Ed. Erickson has recently repaired the spouting to his elevator and rebuilt the coal sheds.

Canby, Minn.—The Canby Farmers Grain Co., O. E. Nygren, mgr., is planning to put on an addition to the office.

Medford, Minn.—Merle Hammer is the new mgr. of the Medford Elvtr. Co.'s elevator, succeeding William Grimes, resigned.

Duluth, Minn.—Robert S. Owens of the Occident Terminal Elvtr. Co. is a new member of the Board of Trade on transfer from R. C. Schiller.

Sabin, Minn.—The Red River Elvtr. Co. has installed a head drive, an enclosed self-ventilated motor and made other improvements at its plant here.

Murdock, Minn.—The Murdock Farmers Elvtr. Co., Oscar Benson, mgr., is constructing eight 50-ton coal bins, having concrete floors and foundations.

DeGraff, Minn.—The Cargill Elvtr. Co., W. P. Gilronan, agent, is improving its elevator at this point by putting on new steel siding and reconditioning the driveway.

Paynesville, Minn.—Leonard Garding is about to install a Bauer Bros. Attrition Mill in his elevator. The feed warehouse will be partitioned off to take care of the mill.

Trosky, Minn.—T. H. Meyer, mgr. of the elevator here for the past five years, has bot the business and will conduct it as the T. H. Meyer elevator, remaining in charge himself.

Olivia, Minn.—J. H. Schlueter, mgr. of the Farmers Elvtr. Co.'s elevator here for the past 14 years, resigned, effective June 1, and will take a rest for a time. His successor is H. E. Reynier, formerly of Marshall.

Champlain, Minn.—The Haertel Co., of Minneapolis, took over the Roy Goodrich 10,000-bu. elevator, feed mill and warehouse here. Roy Weatherby is in charge. The plant manufactures 30 tons of feed daily.—R. Opsal.

Grand Rapids, Minn.—The report is correct [referring to the new plant to be erected, mentioned in the June 10 Journal]. The contract has been let to A. J. Lovasseur. Work started June 11 and is to be completed Sept. 1.—Unity Mill Service Co., H. E. Hagen, mgr.

Duluth, Minn.—R. C. Schiller, former mgr. of the Occident Terminal Elvtr. Co., has resigned, and W. L. Brisley has been promoted to that position. Robert S. Owens, who has been assistant superintendent of the plant for some time, has been appointed assistant mgr.

Herman, Minn.—J. T. Holtby, construction foreman for the Cargill Elvtr. Co., of Minneapolis, for many years, will make repairs on Cargill elevators here and at Roscoe, Benson, Clontarf and Johnson, Minn., after finishing at the elevator at DeGraff, Minn., all to be done before the new crop starts moving.

Duluth, Minn.—Percy Fuller, a former member of the Board of Trade, died at his home in this city on June 10 after a long illness at the age of 53 years. He was local mgr. for the American Linseed Co. for many years and associated himself recently with the McCabe Bros. Co. His widow and four children survive him.

#### MINNEAPOLIS LETTER.

At the Minneapolis Grain Shippers Ass'n's golf match, held on June 7 at the Bloomington Golf Club course, George K. LaBatt won with a score of 85, Rupert Quinn being second with a score of 79.

Walter Jaffray recently resigned as mgr. of the wheat department of the Commander-Larabee Corp. here to go into business on his own account. After a trip east he will return to this city by July. His former assistant, Robert Kinney, has succeeded him as mgr. of the wheat department of the Commander-Larabee Corp.

N. K. Simons, 67 years of age, of the Simons Grain Co., died June 13, at the Fairview Hospital after an operation. He was buried at Red Wing, Minn. Mr. Simons was one of the



original grain dealers of the state and formerly owned the Simons Milling Co., at Red Wing, now known as the Red Wing (Minn.) Milling Co. At the time Mr. Simons was engaged in the grain and milling business at Red Wing, that city was the western wheat capital. His mother, aged 93, survives.—R. Opsal, The Haertel Co.

## MISSOURI

Palmyra, Mo.—A slight damage in the plant of the Farmers Elvtr. and Exchange Co. on June 13 is reported as being caused by electricity.

Springfield, Mo.—The Tindle Milling Co.'s new reinforced concrete elevator has just been completed by the Southwestern Engineering Co. It has a capacity of 150,000 bus. and is equipped with a Randolph Grain Drier.

St. Joseph, Mo.—Loading out of the balance of grain in the 1,000,000-bu. elevator under lease to the Stratton Grain Co., formerly operated by the Trans-Mississippi Grain Co., was started on June 7 and it was estimated that the new concern would take possession well in advance of the new wheat movement. Albert R. Taylor, formerly of Milwaukee, recently elected to membership in the St. Joseph Grain Exchange, will be in charge of the St. Joseph office end of the company affairs in the Southwest, as stated in the May 25 Journal. The elevator, built under the name of Buchanan, will be known as the Stratton elevator. The Stratton Grain Co. is affiliated with the Donahue-Stratton Co. of Milwaukee, who were in this market about six years ago.

## KANSAS CITY LETTER.

The Uhlmann Grain Co. will move its Kansas City offices on July 1 to the eleventh floor of the Board of Trade Building where it will have the quarters now occupied by the Southwestern Milling Co.

Trading in securities opened here on June 17, the hours to be from 10 to 12 o'clock a. m. each day. On June 12 the Kansas City Grain Club gave a dinner at which a demonstration of securities operations was given. About 100 members of the Board of Trade attended.

The new 1,300,000-bu. elevator of the Kansas Flour Mills Elvtr. Co., a subsidiary of the Kansas Flour Mills Corp., now being completed at the plant of the latter company at North Kansas City, details of which were given in the Jan. 25 and Feb. 2 issues of the Journal, will be ready to receive grain by July.

Kansas City, Kan.—The Woods Bros. Corp. has made a request to the board of city commissioners for a 99-year lease on the city levee, with provision for free development of municipal wharves instead of monetary consideration, and with stipulations for complete improvement of the land and industrial development. Provision is made expressly for the erection of a grain elevator to cost \$250,000, with marine loading facilities at the water front reserved to the city, for loading of grain from rail or elevator to barges. The elevator is to be erected by a syndicate of grain men of the Kansas City district, organization of the syndicate to be announced later. The provisions are similar to the proposal made last March to the board (reported in the Apr. 10 Journal), but withdrawn to allow time for arrangements with railroad companies. Three roads, the Union Pacific, Missouri Pacific and Kansas City Southern, would have track connections into the area and to the elevator. Developments must be begun within one year of the lease and completed in two years. The proposed new lease provides that the 30-year lease given in 1924 be canceled, which has already been done, clearing the way toward consideration of the proposed 99-year lease. Work will start late in June or early in July if the commissioners approve the new lease at once.

## ST. LOUIS LETTER.

The erection of a 2,000,000-bu. elevator in this city is planned by the Continental Export Co.

The Saxony Mills, of this city, are adding a top house to their elevator in order to raise the elevator leg and change the spouting system to facilitate the handling of grain.

Ben F. Jostes of the Jostes, Luskas Grain Co., has the sympathy of the trade in the death, on June 3, of his son, Roy A. Jostes, caused by heart trouble. He was 26 years of age.

John J. Schulte, a member of the Merchants Exchange for the past 40 years and a prominent hay dealer, is reported to have improved somewhat from the stroke he suffered late in May.

A Merchants Exchange membership was sold recently by Fred C. Orthwein, Jr., to John Nixon for \$1,335, an advance of \$300 over the last previous sale. Karl George Bartel is an applicant for membership in the exchange.

Edward M. Flesh, formerly vice-pres. of the United States Grain Corp., New York City, and previous to going to that city a grain dealer in St. Louis, will in September return to this city to make his home, having liquidated his New York business.

W. T. Brooking, pres. of the Marshall Hall Grain Corp., and two associates have bot the controlling stock of the company formerly held by the Hall-Baker Grain Co. of Kansas City since the death of Marshall Hall about four years ago. A new concrete 1,000,000-bu. elevator will be built adjoining the company's present 1,400,000-bu. elevator. Excavating work started on June 17 and the plans call for its completion in December.

## MONTANA

Rudyard, Mont.—The International Elvtr. Co. will install Fairbanks-Morse Motors and Hinchley Head Drives. Other repairs will be made. The T. E. Ibberson Co. has the contract.

Flaxville, Mont.—Fairbanks-Morse Motors and Hinchley Head Drives will be installed in the International Elvtr. Co.'s elevator. Other repairs will be made. The T. E. Ibberson Co. has the contract.

Cascade, Mont.—The Cascade Milling & Elvtr. Co. has let the contract for the erection of 150,000 bus. additional storage at its plant here, to consist of four concrete tanks, each 90 feet high, and four interstices. Work is to start at once and the elevator to be completed by Sept. 1. The company's old warehouse is being removed and the new warehouse extended.

## NEBRASKA

Knox (York p. o.), Neb.—We have leased our elevator.—Knox Grain Co.

Lyons, Neb.—A. Moseman, who operated an elevator at this station for many years, died recently.

Omaha, Neb.—E. G. Taylor of the Vincent Grain Co. has about recovered from a recent operation for appendicitis.

Neligh, Neb.—Louis Haberstroh has resigned his position with the elevator of the S. F. Gilman Mills and moved to Oregon.

Kinney, Neb.—Channing Lewis, whose elevator burned on June 4, expects to replace it with a more up-to-date structure this summer.

Schuyler, Neb.—S. M. Piersall, superintendent of the Wells-Abbott-Nieman Co.'s plant at this point for several years, died recently at the age of 55 years.

Daykin, Neb.—The Daykin Grain & Supply Co. has replaced its gasoline engine with a 5-h.p. electric motor and a new conveyor belt. M. A. Osborn is mgr.

Elmwood, Neb.—The elevator and mill bot late in April by William Fleishman has been opened and buying grain for several weeks. Stuart Lyle is mgr.

Omaha, Neb.—Mrs. Edward Porter Peck, wife of the mgr. of the Omaha Elvtr. Co., died on June 13 at her home in this city. Mr. Peck was away on a business trip at the time.

Hemingford and Nonpareil, Neb.—W. J. Powell of J. F. Twamley, Son & Co. of Omaha has bot the elevators at these two points formerly operated by the Nebraska-Colorado Grain Co. of Sidney, which recently had some financial trouble.

Sidney, Neb.—The Nebraska Ass'n of Grain Elvtr. & Mill Operators held a group meeting here on June 18. H. E. Nelson conducted the school in grain grading, Harry R. Clark spoke on grain loading, and Professor Stewart discussed the smut problem.

North Platte, Neb.—A group meeting was held in this city on June 19 by the Nebraska Ass'n of Grain Elvtr. & Mill Operators, Harry R. Clark speaking on grain loading, Professor Stewart on the smut problem, and H. E. Nelson having charge of the school in grain grading.

Creston, Neb.—The Farmers Elvtr. Co. had a fire scare a few weeks ago when a pile of creosoted telephone posts caught fire from burning grass, which had been set on fire presumably by the exhaust of an auto engine or by a cigarette. Chemical extinguished the fire, the only damage being done to about a dozen of the posts.

Lincoln, Neb.—A group meeting is scheduled to be held in this city on June 25 by the Nebraska Ass'n of Grain Elvtr. & Mill Operators at 2 o'clock, H. E. Nelson to conduct the school in grain grading, Harry R. Clark to speak on grain loading, and Professor Stewart to talk on wheat smut. Following the meeting, at a 6 o'clock dinner at the Lincoln Hotel, Sec'y Smiley of the Kansas Grain Dealers Ass'n will talk on ass'n activities, and Jack Baker of Hutchinson will discuss claims.

## NEW ENGLAND

Milford, Mass.—The Milford Grain Co. has bot James Lally's grain business.

Groton, Conn.—The C. W. Campbell Groton Co. incorporated; capital stock, \$50,000; incorporators: H. C. Perry and others of Westerly, R. I.; to deal in grain, feed, etc.

Boston, Mass.—Royal C. Taft of the E. R. Bacon Grain Co., formerly stationed at Portland, Me., is now located at Boston and has applied for membership in the Grain & Flour Exchange on transfer from Charles A. Perry.

Webster, Mass.—The stock and equipment of William W. Holmes, bankrupt hay and grain dealer of this city, bot \$3,400 at public auction recently, being sold individually to several buyers. Samuel Seder, trustee, of Worcester, ordered the sale.

Bridgeport, Conn.—In the matter of the bankrupt National Grain Co., the judge has deferred action on the request for the payment of nearly \$30,000 in counsel fees. The assets of the company were about \$2,000,000 at the time of its failure, and its liabilities about \$2,500,000. If the creditors receive 5%, \$67,000 would be required. For paying administrator and counsel fees there is now left \$80,000.

## NEW YORK

Buffalo, N. Y.—A new organization now being completed in this city is the Nisbet Elvtr. Corp., details of which will be given later.

Rochester, N. Y.—Harry Newman, partner in the firm of Newman Bros. Grain Co. for many years, died recently at his home in this city at the age of 59 years. He is survived by his widow and one son.

Buffalo, N. Y.—The International Milling Co.'s 1,000,000-bu. elevator, mentioned in the Apr. 25 Journal, and the 3,000-barrel mill extension are nearing completion. A new warehouse has been completed and the office building is expected to be ready for occupancy about the middle of August.

Sherman, N. Y.—Edward E. Moran, a member of the grain and milling trade for a number of years, died on June 9 at the age of 71 years. He was in the employ of the Wilkinson & Gaddis Co., grain merchants and wholesalers, leaving that company in 1914 to operate a grocery, which he continued until his death. His widow and two sons survive him.

Buffalo, N. Y.—Since the purchase by the Eastern Grain Elvtr. Corp. of the Hecker elevator, reported in the last issue of the Journal, a number of changes have been made in the managing personnel of the company. Leon Lavigne, former superintendent of the Concrete-Central, has been made the Hecker mgr., with William Rammacher as his assistant; John F. Enders has been made superintendent of the Electric elevator, and Howard Burkhardt his assistant; Charles Peglau, superintendent of the Concrete-Central, and Clarence Goetz his assistant.

## NEW YORK CITY LETTER

M. A. Ryan has become associated with the Oceanic Grain Corp. of this city, having formerly represented the Continental Grain Co., also of this city, at Vancouver, B. C.

Wilbur McWhinney, formerly with Clement, Curtis & Co. of Chicago, has become associated with Pynchon & Co., which firm he will represent on the floor of the New York Stock Exchange.

The volume of business in the securities market on the Produce Exchange established



a new record during May when the total sales were 996,965 shares, compared with 915,753 shares in April.

At the recent annual election of the Produce Exchange William Beatty was chosen for pres., Axel Hansen for vice-pres., and W. O. Rossman for sec'y, all being re-elected. John E. Seaver is the new treas.

Benjamin F. Stein and John F. Brennan of Chicago have opened an office at 67 Wall Street where Mr. Brennan will remain as resident partner. Private wires have been installed connecting with all the principal markets.

Among the new members of the Produce Exchange are the following: Nathaniel S. Einstein, Robert P. Newton, B. J. Rockefeller, Monroe Coblens, Philip Wharton, William H. Holt. B. W. Rosar has been admitted to associate membership. Kirl Schick of the Continental Grain Co., Herbert A. Dessau, Isidor Lasewitz and Milton S. Grossman have applied for membership.

## NORTH DAKOTA

Cooperstown, N. D.—The Albert Rentzlaff Co.'s elevator burned on June 10.

Mohall, N. D.—The Gunderson-Hanson Elvtr. Co. is installing electric motors.

Van Hook, N. D.—George Yonkers, formerly mgr. of the Farmers Elvtr. Co.'s elevator here, has resigned his position.

Streator, N. D.—The Streator Elvtr. Co.'s elevator burned on June 14, about 12,000 bus. of grain being destroyed.

Underwood, N. D.—The Underwood Grain & Fuel Co. is having the T. E. Ibberson Co. make some repairs on its elevator here.

Hamilton, N. D.—John Rock, an elevator agent, died here recently at the age of 69. At one time he was village assessor.

Maxbass, N. D.—C. O. Haakenson has recently been appointed mgr. of the Farmers Co-op. Elvtr. Co.'s elevator here.

Fillmore, N. D.—The T. E. Ibberson Co. is making repairs on the elevator belonging to the Minnekota Elvtr. Co. at this place.

Underwood, N. D.—Horace Cummings, mgr. of the Farmers Elvtr. & Supply Co.'s elevator here, is recovering from a recent illness.

Denhoff, N. D.—Wahl & Thompson's coal shed was slightly damaged by fire on June 2 caused by spontaneous combustion in a coal pile.

Fargo, N. D.—E. J. Morin of this city is now a solicitor for the Becher-Barrett-Lockerby Co. of Minneapolis, Minn., with his headquarters here.

Dickinson, N. D.—The Farmers Co-op Union's elevator and 25,000 bus. of grain burned on June 19. The cause is that to have been defective wiring.

Oriska, N. D.—Carl F. Schoen, whose elevator burned in May, has since bot the elevator of P. E. Knudson, which was slightly damaged in the same fire.

Omamee, N. D.—Carl Thorvilson is the new agent for the International Elvtr. Co., succeeding Peter Paulus, who has been transferred to Walhalla, N. D.

East Fairview, N. D. (Fairview, Mont., p. o.)—I have changed my address to Eagle Butte, S. D.—E. W. Boldt, formerly local agent E. S. Woodworth Elvtr. Co.

Urbana (Spiritwood p. o.), N. D.—W. F. Hobert on June 1 succeeded G. L. McLachlan as mgr. of the Co-op. Elvtr. Co.'s elevator here, who resigned and went to South Dakota.

Petersburg, N. D.—The Farmers Co-op. Elvtr. Co. is installing electric motors to replace engine power, among other improvements being made at its plant. Louis Waag is mgr.

Hastings, N. D.—We have taken over the S. E. Olson elevator and we are the only grain dealers here. We operate the two elevators.—Farmers Elvtr. Co., Fred Hemmer, mgr.

Martin, N. D.—Pete Finneman will take a position in the elevator here operated by his brother, George Finneman, having lost his own elevator at Underwood, N. D., last February by fire.

Buffalo, N. D.—E. G. Popelka has succeeded R. S. Davidson as mgr. of the Farmers Elvtr. Co.'s elevator at this point, Mr. Davidson having bot an elevator in Montana and resigned his position here.

Sawyer, N. D.—The Minnekota Elvtr. Co. will install new 15-ton scales and a Strong-Scott Dump and make other repairs on its plant here. The T. E. Ibberson Co. will do the work.

Grand Forks, N. D.—New members of the North Dakota Farmers Grain Dealers Ass'n during May are: Farmers Co-op. Elvtr. Co., Petersburg; Bottineau Grain Co., Bottineau; Equity Elvtr. Co., Northwood.

Grand Forks, N. D.—M. M. Darling, who has been assistant superintendent of the State Mill & Elvtr. here for a number of years, has resigned and taken a position with the U. S. Dept. of Agriculture at Kansas City.

Bismarck, N. D.—John J. Brucher, for several years located at Aberdeen, S. D., for the McCaull Dinsmore Co., is now solicitor for the Cargill Commission Co. of Minneapolis, Minn., and will open an office for that company in this city where he will make his home.

Dahlen, N. D.—Henry C. Hanson, mgr. of the Minnekota Elvtr. Co.'s elevator, while working around the elevator caught a ring on his finger, tearing the finger so badly that it had to be amputated, and has filed a claim for compensation with the state workmen's compensation bureau.

Wilton, N. D.—Work is progressing on our new 32,000-bu. elevator and will be finished July 10. The elevator will be up-to-date. It will contain a big 3 Carter Disc and have steel spouting.—The Wilton Elvtr. Co., J. A. Schroeder, mgr. The equipment of this new elevator was given in detail in the last issue of the Journal.

Valley City, N. D.—George Whipple and John Thomas have bot the two elevators and the business of the Farmers Grain & Coal Co. at this place and took possession on June 15. A feed grinding department will be installed later. Mr. Whipple will have charge of the grain buying and Mr. Thomas will have the office management and look after the coal and feed branch of the business. A. Hilden, who has had charge of the North Valley elevator for two years, will continue with the new owners, but J. H. S. Thomson, who has managed the business for many years will retire.

## OHIO

Huntsville, O.—I sold out to Yoder Grain Co. in February.—I. C. Miller.

Vickery, O.—The Erlin Elvtr. & Supply Co. will install a new cleaner at this point.—X.

Centerton, O.—The present owner of the elevator at this point is Fred Heisler, formerly Heisler Bros.

Graytown, O.—The Ottawa County Co-op. Elvtr. Co. is installing a 10-ton Fairbanks Truck Scale.

Wharton, O.—The Cramer Elvtr. Co. is installing a truck dump furnished by the Sidney Grain Machinery Co.

London, O.—F. J. Wood & Son have added to their equipment a McMillin Combination Wagon and Truck Dump.

Antwerp, O.—The Antwerp Grain Co. has installed a McMillin Combination Wagon & Truck Dump in preparation for the coming crop.

Newark, O.—The Hulshizer Milling Co., W. M. Hulshizer, mgr., operates the only elevator at this point. A scooper is said to be operating here.

Ada, O.—Baransy & Wolfrom are installing a truck dump as well as considerable other equipment furnished by the Sidney Grain Machinery Co.

Wisterman (Continental p. o.), O.—The elevator at Wisterman discontinued business five years ago and the building has been razed, so there is now no elevator at this station.—X.

Kingston, O.—Jesse Brundige, owner of grain elevators here and at Kinnikinnick, died Apr. 16. The plants are now owned by the heirs who will continue to operate under his name as the firm name.

Sidney, O.—The Sidney Farmers Equity Exchange has equipped its driveway with a McMillin Combination Wagon and Truck Dump using a 2-h.p. motor with high speed chain drive for power and so arranged that the motor can be stopped and started at any of the three dump doors.

Rawson, O.—Leroy Arndt of Bellevue is now mgr. of the Rawson Co-op. Grain & Supply Co., succeeding Pearl Burkett, who took his

brother's place as mgr. of the Oak Harbor Co-op. Co. The Rawson Co-op. Grain & Supply Co. now owns both elevators here, having taken over the elevator of Sherman Longworth last month.

Leipsic, O.—Voluntary petitions in bankruptcy have been filed by the Leipsic Grain Co. and George O. Cruikshank and John C. Cruikshank, partners in the company. In separate property schedules the company lists assets of \$2,215 and liabilities of \$8,134; George O. Cruikshank, assets \$109,734 and liabilities \$60,934; John C. Cruikshank, assets \$16,837 and liabilities \$10,679. Harvey D. Grindel is the local referee.

Toledo, O.—The old elevator of the Kasco Mills, Inc., at the east end of the Cherry Street bridge burned at 4 o'clock p. m., June 5; loss estimated at \$25,000. The fire is believed to have been caused by tramps who have frequented the elevator since the Kasco company moved its grain and other property from the plant three months ago, having abandoned it for a new building at East Broadway and the N. Y. Central tracks. Southworth & Co. now control Kasco Mills, Inc.

## OKLAHOMA

Geary, Okla.—We plan to put in a new corn sheller this fall.—Zobisch Grain Co.

Tyrone, Okla.—Riffe & Gilmore have purchased a White Star Grate and Pan.

Chickasha, Okla.—A protein testing laboratory has been set up by the Chickasha Milling Co.

Jefferson, Okla.—The Hacker Flour Mills plans adding a fireproof warehouse to its plant here.

Fairview, Okla.—The G. W. Sutton Grain Co. has installed a new 10-ton Fairbanks Truck Scale.

Drummond, Okla.—We plan to install a 10-ton Fairbanks Truck Scale.—E. C. Black, Drummond Elvtr. Co.

Lone Wolf, Okla.—The Higgins-Shelburne Co. has purchased a new drive for its elevator from the White Star Co.

Weatherford, Okla.—The Farmers Elvtr. Co.'s elevator here is now under the management of H. F. Radant and Ola Patterson.

Alva, Okla.—Inspection of grain for this station will hereafter be done at Waynoka, Okla., about 20 miles west of this point.

Fargo, Okla.—We have installed a Richardson 3-bu. Automatic Scale in our local elevator.—John Wright, James Grain Co.

Okemah, Okla.—The Okemah Mill & Elvtr. Co. contemplates adding a mixing machine in the near future. B. B. Benson is mgr.

Shattuck, Okla.—We are putting new cups and spouting in our elevator preparatory to the coming season.—J. M. Higgins, Higgins Grain Co.

La Verne, Okla.—A new 10-h.p. electric motor has been installed on the old engine block in the local elevator of the Choctaw Grain Co.

Frederick, Okla.—E. O. Billingslea has leased the old elevator of Calvert & Abercrombie and now operates it under the name of the Southern Export Co.

Bison, Okla.—C. D. Barker has resigned as local agent for the Bob White Flour Mills. His place has been taken by John Roads at the local elevator.

Woodward, Okla.—The A. R. Hacker Grain Co. expects to open a branch office here about June 20. C. A. Livingston, one of its officers, will be in charge.

Quinlan, Okla.—We are installing a 10-h.p. Fairbanks-Morse Type Z Gasoline Engine. This fall we expect to install a hammer mill.—W. E. Stark, Quinlan Elvtr. Co.

Renfrow, Okla.—I have leased my elevator to the John Henry Grain Co. of Enid for a year and am taking a vacation from the grain business.—Jim McIntyre.

Enid, Okla.—The new branch office of Wolcott & Lincoln, Inc., recently opened here, is in charge of R. L. Burrell, formerly with the company's Ft. Worth office.

Waynoka, Okla.—Two SKF Ball Bearings have been installed on the main shaft in the elevator of the Brought & Brought Grain Co. Improvements to be effected later include a larger leg belt and larger cups so as to increase the handling capacity of the elevator.



Calumet, Okla.—We are covering our elevator with 28-gage iron and tearing off the shingles, replacing them with a metal roof.—F. M. Loughlin, Farmers Grain Co.

Fargo, Okla.—I am taking charge of our elevator at this point and leaving our elevator at Tangier in charge of our Mr. Neimeyer.—E. L. Barbour, Tangier Elvtr. Co.

Fargo, Okla.—We recently installed a new 90-ft. 5-ply, 9-in. leg belt and 4x8 in. cups, and completed repairing our elevator for the season.—G. C. Dauner, Farmers Co-op. Ass'n.

Medford, Okla.—Ed Jenkins is the mgr. of the new elevator just completed here for Mrs. Hacker. He was mgr. of the elevator that burned in January, which the new one replaces.

Beaver, Okla.—James Couch, mgr. of the Light Grain & Milling Co.'s elevator here, was painfully injured in an automobile accident recently, one of his hands being almost severed.

Watonga, Okla.—We have removed our hopper scale and replaced it with a 10-bu. Richardson Automatic Scale and have installed a Kewanee All Steel Truck Lift.—Geo. A. Stover.

Hennessey, Okla.—We have put new siding on parts of our elevator and have installed considerable new elevating equipment and flour milling machinery.—B. W. Parker, Hennessey Flour Mills.

Oklahoma City, Okla.—Roy Frymire, formerly salesman for the Bob White Flour Mills, Kingfisher, Okla., is now a solicitor for the Wolcott & Lincoln Co., Inc., at the company's new office here.

Waynoka, Okla.—J. E. Taylor, formerly operating an elevator at Ringwood, is now agent for the Oklahoma Wheat Growers Ass'n here. He succeeds E. G. Black. The change was effected June 11.

Tyrone, Okla.—W. R. Clapham has been appointed agent for the Oklahoma Wheat Growers Ass'n, handling the elevator of the Tyrone Equity Exchange, which was recently taken over by the ass'n.

Ralston, Okla.—We have taken the 20-h.p. Fairbanks-Morse Engine from our elevator here and installed it at Wakeeta. A 25-h.p. Fairbanks-Morse Oil Engine has been installed to replace it here.—Ponca City Milling Co.

Kingfisher, Okla.—Press reports with reference to our tearing down the old Zalabak elevator to make room for a new 250,000-bu. elevator at Kingfisher are erroneous.—Burrus Mill & Elvtr. Co., W. Lee O'Daniel, gen'l mgr., Ft. Worth, Tex.

Oklahoma City, Okla.—C. D. Johnson, employed in the construction work at the addition being erected at the Oklahoma City Mill & Elvtr. Co.'s plant, was killed when he fell from the scaffold a distance of 100 feet. He was 22 years old.

Baker (Turpin p. o.), Okla.—We have just completed remodeling our elevator. The cupola has been raised 10 ft. and the capacity increased to 10,000 bus. A new belt and cups have been installed. A little later we intend to build a new office.—Texhoma Grain Co.

Guthrie, Okla.—An option has been secured by the Logan County Mill & Grain Co. of this city on the Gresham mill property, the ownership of which is held by the state banking board. The sale must await a decision of the state supreme court in a tax case, the property being badly involved in litigation.

Lamont, Okla.—H. W. Mathis and myself have purchased the old 8,000-bu. Nolan elevator here and are putting it in shape for the new crop. A new 7½-h.p. Fairbanks-Morse Engine, a Kewanee Truck Lift and a new 4-ply 10-in. belt with 5x9 cups have been installed. The elevator has been completely covered with iron. We will operate under the name of the Farmers Grain Co.—J. W. Tabor.

Adams, Okla.—Our new elevator at Adams, on the new line of the Rock Island, is practically completed and we are placing a man in charge next week when the movement on new wheat will commence. It is a 28,000-bu. iron-clad and studded elevator with all modern improvements including SKF Ball Bearings, a ball bearing boot, a 15-h.p. Fairbanks-Morse Engine, a vacuum-suction cleaner and other equipment. The leg has capacity for 2,000 bus. per hour and the Kewanee Truck Dump can handle the loads just about as fast as they come. We are now operating elevators at Hooker, Adams and Mouser.—Hopkins & Mason, Hooker, Okla.

## PACIFIC NORTHWEST

Grangeville, Ida.—Victor Peterson is adding bins to his warehouse which will enable him to handle grain in bulk.

Kent, Wash.—Granger's warehouse here burned recently; loss, including that to the Columbia Lumber Co. adjoining, \$21,000. The warehouse contained a large stock of grain and feed.

Walla Walla, Wash.—J. Cameron, formerly engaged in the grain business under the name of the Cameron-Yenny Grain Co., which went into bankruptcy, is said to have been arrested recently for alleged forgery. He has been acting as head of a local finance company.

Pomeroy, Wash.—R. L. Young was the successful bidder at the public auction early in June of the Central Ferry grain warehouse, fixtures, lease rights and also 110 acres of land, which he secured for \$24,000. The property has been the bone of contention between the owners for some time. Mr. Young was a stockholder in the company and former manager of the plant.

## PORTLAND LETTER.

The Midland Co. has been granted a building permit for the erection of a \$10,000 grain tank on Canfield Street. King Bros. will do the work.

The Portland Grain Exchange, the new futures market, opened with the blare of trumpets on June 19 at 8 a. m., furnishing the occasion for a civic celebration for which a fitting program had been arranged.

George K. Landers, federal grain supervisor in charge of the Seattle district office for several years, has been transferred to the Portland district office to succeed Albert F. Nelson, recently promoted to the Board of Review at Chicago. Henry Maering succeeds Mr. Landers at Seattle.

Kerr Gifford & Co. have renewed their lease on the Globe Grain & Milling Co.'s elevator here. Some remodeling in a small way is being done. This company also operates the new plant taken over a year ago from the Sperry Flour Co., which has had extensive alterations made upon it.

## SEATTLE LETTER.

Jack King, grain broker, recently had an operation on his eyes which has improved his sight very much. He is back on the job now.

The trading hours of the Grain Exchange were changed for Saturdays only, effective June 8, to from 8 a. m. to 9:30 a. m. because of the short half day on Saturdays.

Henry Maering, formerly assistant to George K. Landers, federal grain supervisor in charge of the Seattle district office, has succeeded Mr. Landers, who has been transferred to the Portland office.

A banquet was held in this city at the Ranier Club on June 7, attended by about 60 leaders of the different commercial and financial groups to celebrate the growth of the Merchants Exchange from the humble beginning in 1905 to its present development, its size now making it necessary to occupy larger quarters, which it will do as soon as the new Exchange Building, now under construction, as reported in the Apr. 10 Journal, is completed, which will be next spring. The rentable part of the building will cover more than five acres; it is said to be the world's largest reinforced structure, the height to be 23 stories; it is within 600 feet of 90% of the city's banks; it is placed centrally in reference to shipping, wholesale, warehousing and factory districts, and over one-fourth of the space has already been leased. The toastmaster of the evening was W. E. Coman, pres. of the Seattle Merchants Exchange.

## SPOKANE LETTER.

The Balfour Grain Co. moved to the Peyton Building about the middle of May.

George G. Raymond, who operated the office of the Ryer Grain Co. after the death of Bill Ryer last fall, established on his own account as George G. Raymond about April 1 and has the Ryer bidding account from the Seattle office.

W. J. MacDonald and Frank R. Hanlon, reported in the last issue of the Journal as having been seriously injured in an automobile accident, are much improved. At last reports Mr. MacDonald was in a Seattle hospital and Mr. Hanlon in one in Everett.

The business of the MacDonald Warehouse & Grain Co. is being liquidated. The grain warehouses have been sold to the following: L. L. Smith, Valley Ford, Wash.; C. V. Harbour, Rosalia, Wash.; Rosalia Grain Co., Donahue, Wash.; Rosalia Grain Co., McCoys, Wash. The plants at Spangle and at North Pine are to be disposed of.

## PENNSYLVANIA

Philadelphia, Pa.—Among the recent new members of the Commercial Exchange is Isaiah C. Landes, grain and feed dealer of Yerkess, Pa.

Pittsburgh, Pa.—The Grain & Hay Exchange at its recent election chose the following officers for the coming year: Pres., W. A. Low; vice-pres., John S. Floyd; treas., George E. Rodgers; sec'y, Alfred Lawton. Mr. Low was chosen a member of the board of directors to succeed Roy Harper.

## SOUTH DAKOTA

Vilas, S. D.—Repairs will be made on the Atlas Elvtr. Co.'s elevator. The T. E. Ibberson Co. will do the work.

Iroquois, S. D.—The Farmers Elvtr. Co.'s elevator, Fred Moehler, mgr., was badly damaged recently by a tornado.

Milbank, S. D.—The DeWerd Milling Co. contemplates installing antifriction bearings on its elevator boot and head shaft this summer.

Virgil, S. D.—G. L. McLachlan, formerly mgr. of the Co-op. Elvtr. Co.'s elevator at Urbana, N. D., has become the mgr. of the Virgil Equity Exchange.

Stratford, S. D.—A. T. Thorson will assume his new duties as mgr. of the Farmers Elvtr. Co.'s elevator here on July 1. For two years he has been mgr. of the Farmers elevator at Redfield, S. D.

Redfield, S. D.—Charles McDonald, a former mgr. of the Redfield Farmers Elvtr. Co.'s elevator, has been appointed to that office to succeed A. T. Thorson, resigned, who goes to Stratford, S. D.

New Effington, S. D.—S. E. Olson, who sold his elevator at Hastings, N. D., to the Farmers Elvtr. Co., in May, has taken the position of mgr. of the Farmers Co-op. Elvtr. Co.'s elevator at this place.

Redfield, S. D.—Lee Gilby, who had been appointed mgr. of the Atlas Elvtr. Co.'s elevator here, could not take the position on account of his health, and Bob Johnston of Huron has been chosen in his stead.

Clear Lake, S. D.—J. J. Peters of Seaforth, Minn., has bot the Tall & Tall elevator at this point and will change the name to the Farmers Grain & Coal Co. He contemplates installing a feed grinding mill and making other improvements.

Armour, S. D.—John Grosz has resigned as mgr. of the Farmers Elvtr. Co.'s elevator, effective Oct. 1, when he will be succeeded by George L. Blanchard, who will start work at the elevator July 1 to familiarize himself with the task before taking full charge.

Warner, S. D.—We have just recently contracted to wreck the old grain elevator of the Warner Co-op. Grain Elvtr. Co. and to build a new, up-to-date plant for the company which will be equipped with new machinery, grain cleaner and a feed mill.—L. D. Wait Co.

Huron, S. D.—The Sheldon F. Reese elevator and feed mill, which burned on May 31, as reported in the last issue of the Journal, was insured to the extent of \$20,000, about two-thirds of the loss. A large truck valued at \$1,200 and not insured was destroyed. It was said that reconstruction would start as soon as the ruins were cleared away. Rebuilding will require about two months. An overheated electric motor is supposed to have started the blaze about midnight.

## TENNESSEE

Clarksville, Tenn.—Windstorm slightly damaged the wall coping on the mill of the Dunlop Milling Co. recently.

Johnson City, Tenn.—Model Mills, Inc., of this city, is increasing its capital stock to \$425,000 and is planning an expansion program.

Knoxville, Tenn.—Douglas W. Lackey, who conducted a grain brokerage business here under his own name, died at a hospital here on



June 16. His health had been poor for some time.

Nashville, Tenn.—The sentence of four years in prison passed in the case of Charles A. Hill, sec'y-treas. of Charles A. Hill & Co., former Nashville grain and seed dealers, who was convicted of appropriating \$50,000 of the firm's money, has been affirmed by the supreme court of Tennessee.

Nashville, Tenn.—At the Nashville Grain Exchange election, held early in June, the results were as follows: Pres., William Boyd (re-elected); first vice-pres., Lloyd Hanes; second vice-pres., Frank Ahern; secretary, John C. Bennett; directors, F. E. Gillette, Thomas Newbill, Kendrick Goode, S. M. Allen and George C. Keith.

## TEXAS

Memphis, Tex.—J. K. Forkner has bot C. P. Gaunt's elevator here and added a feed mill.

Waco, Tex.—The Ruhmann Grain & Fuel Co. recently increased its capital stock from \$85,000 to \$100,000.

**You Can't  
Go Wrong  
Dealing with These**

**Fort  
Worth**

**Grain and Cotton  
Exchange Members**

**James E. Bennett & Co.**

*Grain, Stocks, Provisions*

**Exchange Commission Co.**

*Consignments, Commission*

**Kimbell Milling Co.**

*Exporters, Grain Merchants, Public Storage*

**P. J. Mullin Grain Co.**

*Strictly Brokerage and Consignments*

**E. M. Rogers Co.**

*Strictly Brokerage and Consignments*

**Smith-Ingraham Grain Co.**

*Domestic, Export Grains, Consignments*

**Southwest Grain & Comm. Co.**

*Strong Enough to Protect You*

**Tillery Grain Commission Co.**

*Wheat Consignments Our Specialty*

**Transit Grain & Commiss'n Co.**

*Consignments, Brokerage*

**Uhlmann Grain Co.**

*Domestic, Export, Futures, Consignments*

**J. S. Bache & Co.**

*Grain and Cotton Futures*

Booker, Tex.—The local elevator of the Great West Mill & Elvtr. Co. has been reopened and W. A. McElroy has been placed in charge.

Darrouzett, Tex.—New 10-ton Fairbanks Truck Scales have been installed at the local elevator of the Great West Mill & Elvtr. Co.

Lubbock, Tex.—Ideal Milling Co., incorporated; capital stock, \$12,000; incorporators: W. K. Dickinson, W. Fort and B. C. Dickinson.

Spearman, Tex.—We have just completed installing 12 SKF Ball Bearings and a White Star Ball Bearing Boot.—C. H. Ging, Scott Bros.

Runningwater, Tex.—The Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators: L. J. Halbert, Charles A. Malone, W. W. Edmondson.

San Angelo, Tex.—The Hall Bros. Grain Co. has expended about \$3,000 on equipment for the preparation of medicated salts, which it is now putting out.

Dallas, Tex.—Fred Honea is opening a grain office here in the Mike Thomas Building. Mr. Honea recently resigned as general mgr. of the Morten Milling Co.

Farnsworth, Tex.—A Kewanee Truck Lift, a manlift and a 10-h.p. Fairbanks-Morse Motor are being installed in the local elevator of the Perryton Equity Exchange.

Ft. Worth, Tex.—A new flour mill is under construction here by the Universal Mills headed by Gaylord Stone and associates. Mr. Stone is pres. of the Grain & Cotton Exchange.

Grenham (not a p. o.), Tex.—The Green Grain Co., Jack Green, owner, sustained fire damages to its warehouse on May 28 and a quantity of alfalfa and hay was burned.

Berstein (Guymon, Okla., p. o.), Tex.—We are just starting construction of another new elevator here, the first to be built at this switch.—Hitch Grain Co., Hitchland, Tex.

Anton, Tex.—The Cone Seed & Grain Co. recently installed a 5-bu. Richardson Automatic Scale, Strong-Scott Dump and Head Drive and a White Star Ball Bearing Boot.

Huntoon, Tex.—We have just installed a 15-h.p. Fairbanks-Morse Motor, a Kewanee All Steel Truck Lift and a 10-ton Fairbanks Truck Scale.—Carl Hurter, Perryton Equity Exchange.

Ft. Worth, Tex.—The Texas Grain Dealers Ass'n has recently added to its membership list the Knaur Grain Co., of Denison, and Randals Bros., of Hico, the former being an old member come back to the fold.

Darrouzett, Tex.—We recently installed a Boss Air Blast Car Loader and gave our elevator a general overhauling. An oil and gas department has been added to our activities.—R. D. Hennigh, Darrouzett Co-op. Ass'n.

Huntoon, Tex.—The local elevator of the Sharon Grain Co. is being reopened in preparation for the wheat season and a 10-h.p. Fairbanks-Morse Inclosed Motor and 5-bu. Richardson Automatic Scales have been installed.

McKinney, Tex.—Benjamin F. Hill, Sr., mgr. of the Hill & Webb Grain Co. of this place, died recently at the age of 60 years. His son, Benjamin F. Hill, Jr., will carry on the business. Mr. Hill was a charter member of the Texas Grain Dealers Ass'n.

Priona, Tex.—B. D. Vance has been appointed superintendent of the Elvtr. Corp. plant here, recently bot from Gischler & Son. Mr. Vance has had experience in managing other elevators for the corporation and in organization work for the Wheat Growers Ass'n.

Galveston, Tex.—The Sunset elevator at this port has been leased by the Continental Export Co. of St. Louis, Mo., from July 1. S. S. Carlisle, mgr. of the company's St. Louis office, will have charge of the elevator, which has a capacity of 1,000,000 bus., but he will remain in St. Louis.

Lubbock, Tex.—The Grain Exchange is putting in a protein testing laboratory. This exchange began functioning on July 1, 1928, and at the close of the first 11 months of its existence it showed a total of 3,045 cars of grain inspected. Receipts amounted to 2,510 and shipments to 535.

Gruver, Tex.—The new 80,000-bu. elevator of the Chapman Milling Co. is practically completed. Work is rapidly progressing on the new 20,000-bu. elevator of the McClellan Grain

Co. The foundation is being laid for the 35,000-bu. elevator of J. H. Gruver & Son which will be completed with all dispatch.

Spearman, Tex.—We have installed an 8-bu. Richardson Automatic Scale, a new 12-in. leg belt with 11x5½-in. cups, a Fairbanks-Morse 20-h.p. Inclosed Motor, a Kewanee Truck Lift, two Hyatt Roller Bearings on the headshaft and two SKF Ball Bearings on the Jackshaft in our local elevator.—Dave Hester, Spearman Equity Exchange.

Hitchland (Guymon, Okla., p. o.), Tex.—Work is rapidly progressing on the three new elevators under construction here for the Hitch Grain Co., the Guymon Equity Exchange and the Texhoma Grain Co. The former two are already in operation, the first under the management of J. H. McDonald and the second under the management of Luther Hughes.

Houston, Tex.—The Houston Port Buro, Chamber of Commerce Building, Houston, has been organized for the purpose of aiding shippers and others who may desire to use the Port of Houston. Offices have been opened as follows: Dallas, Tex., Cotton Exchange Building, in charge of T. P. Bartle; Kansas City, Mo., Board of Trade Building, John C. Mayfield in charge; New York City, 17 Battery Place, H. L. Browne in charge.

Follett, Tex.—Work is just being completed on our new 20,000-bu. elevator being built by the Star Engineering Co. It is an iron clad, studded structure with metal covering bonded for lightning protection, is equipped with Superior Cups, a Richardson 8-bu. Automatic Scale, a Winter Head Drive, a Union Iron Works Hyattized boot, a Kewanee All Steel Truck Lift and all other modern equipment.—C. H. Black, Farmers Grain & Supply Co.

Ft. Worth, Tex.—The Texas Grain Dealers Ass'n has started a campaign for members, setting 50 as the goal, and offering three cash prizes to the members that secure the greatest number of acceptable applications, as follows: To the member securing the greatest number, but not less than five, \$50; to the one securing the next greatest number, but not less than three, \$25, and to the one getting the next greatest, but not less than two, \$15. The members must be secured during this fiscal year.

Perryton, Tex.—Geo. Fletcher, formerly local agent for the Sharon Grain Co., resigned and formed a partnership with W. E. Blood to organize the Ochiltree Grain Co. They are building a loading station with small storage capacity, a Strong-Scott Truck Dump, a 10-ton Fairbanks Truck Scale, a leg, a Boss Air Blast Loader and a 15-h.p. Fairbanks-Morse Inclosed Motor. All equipment was furnished by the White Star Co. Later on they plan to put up a regular elevator. J. S. Heasley succeeds Mr. Fletcher as agent for the Sharon Grain Co.

Galveston, Tex.—Preparations have already started for the erection of the Galveston Wharf Co.'s immense elevator, plans for which have been approved. The shipping galleries from elevator B are being changed so that this unit may be operated during the construction of the new one, and it is also being motorized to permit the removal of the power plant to make room for the new structure. The pile foundation for the new galleries is being put in. Horner & Wyatt, who designed the new elevator, are supervising all of the work. The Webster Mfg. Co. is supplying the machinery for the galleries.

Dallas, Tex.—J. Perry Burrus has effected the merger of six Texas and Oklahoma mills and formed a new company to be known as the Tex-O-Kan Flour Mills Co. Its capacity will be 9,000 barrels of flour per day and its elevator capacity 3,500,000 bus. Following are the plants in the merger: The Burrus Mill & Elvtr. Co., Ft. Worth, Tex.; W. Lee O'Daniel operating head; Morten Milling Co., Dallas, Tex.; W. Lee O'Daniel operating head; Collin County Mill & Elvtr. Co., McKinney, Tex.; Gibson Caldwell head; Liberty Mills, San Antonio, Tex.; Gus Giesecke head; the Fant Milling Co., Sherman, Tex.; E. T. Fant mgr.; Bob White Flour Mills, Kingfisher, Okla.; W. Lee O'Daniel mgr. The Perry Burrus Elvtrs. is also in the merger, including the two large concrete terminal elevators at Dallas and Lubbock, Tex., J. C. Crouch mgr. All of the properties will be operated independently of each other and no change will be made in the sales policy or plan of operation, all the present managers being retained.



## UTAH

Garland, Utah—A bonded warehouse, to be 200x50 feet and to have a capacity of 200,000 bus., is under construction here. An amount of grain more than the capacity has been contracted for.

Lehi, Utah—The Cedar Valley Grain Growers Ass'n has recently been organized and a loading station will be erected at this point. It is reported that the building project is being backed by the Globe Mills.

Murray, Utah—The address of the Walker Grain & Storage Co. is the Atlas Building, Salt Lake City. The company has let the contract for the construction of a 150,000-bu. elevator and feed plant (as reported in the May 25 Journal) at this point (which is four miles south of Salt Lake City), which is expected to be in operation late in July.

## WISCONSIN

Clinton, Wis.—William and Jesse DeLong, who operate an elevator at Avalon, Wis., have bot the elevator and coal yards at this place, and William DeLong, Jr., of Milwaukee, will move to Clinton and take charge of the business.

Milwaukee, Wis.—I have resigned my position as general mgr. of the Dominion Malting Co., of Winnipeg, Man., and accepted the position of vice-pres. of the Milwaukee-Western Malt Co. It seems good to be back in the U. S. A.—J. H. Pank.

Milwaukee, Wis.—The proposed securities department of the Chamber of Commerce has struck a snag in its progress toward realization in the shape of the state blue sky law, which it is planned to have amended in order to simplify the listing of new securities.

National wheat pool com'te will hold its annual conference in Kansas City Nov. 6. The com'te has sent Pres. Hoover the following recommendations for federal farm posts: Frank O. Lowden of Illinois and W. M. Jardine of Kansas for consideration for chairman of the farm board; William Settle, president of the Indiana farm board; Sam R. McKelvie, former Nebraska governor, and L. B. Hanna of North Dakota, for representatives of wheat growers. Why not recommend Brookhart from Iowa?

## Clarence Fox, Salvage Expert, Dead.

Clarence E. Fox died June 24 at Indianapolis where he had gone to handle the salvage from the fire that destroyed the National Elevator.

One hundred feet of 2-story brick wall crumpled into the 10-ft space between it and the next wall when workmen pried the connecting heavy timbers apart. Six of the 34 men at work were injured and Mr. Fox was buried under five feet of debris, so badly crushed that after removal to the City Hospital he died at 10:15 a. m.

Mr. Fox was born in Chicago, Nov. 1, 1869, educated in the public schools, graduating from the Oak Park High School. He was married in 1897 to Mabel E. Austin, daughter of the well known grain merchant, and had three sons and a daughter, Austin, Edward A., Clarence E., Jr., and Gertrude.

From 1886 to 1894 he was sec'y-treas. of the National Publishing Co., and during the next 8 years assistant manager of the provision department of Nelson Morris & Co. During the years from 1902 to 1909 he was engaged in the insurance brokerage business, and this led to his engaging in the grain salvage business, his brother-in-law, Chas. W. Austin, then operating the Erie Elevator, and he was at one time in a partnership with Mr. Austin in the grain and salvage business prior to Mr. Austin's departure for New York to take the office of the superintendent of the New York State Elevator at Gowanus Bay.

Mr. Fox was president of the Chicago Grain Co., owner and manager of the Chicago Grain & Salvage Co., and since 1918 a member of the Chicago Board of Trade. He was a trustee of the First Baptist Church, a member of the Hamilton and Oak Park Country Clubs, and of the River Forest Tennis Club.

## Proportional Rates from Kansas-Missouri.

Declaring the rate proposals of the carriers were an effort to dictate the territory in which grain and grain products originating on their lines should be marketed, the Interstate Commerce Commission has found not justified the proposed cancellation of proportional rates from points in southwestern Missouri and southeastern Kansas to destinations in Missouri, Illinois, Kentucky, Arkansas, Mississippi, Alabama, Louisiana, Florida, Tennessee, Oklahoma and Texas.

Grain men at Springfield, Mo., Pittsburg, Kan., Lamar, Mo., and other points protested and procured the suspension of the proposed schedules which have been ordered canceled. The Missouri Pacific, St. Louis, San Francisco and Kansas City Southern lines were involved. The roads claimed that local, one-factor, rates protected the places protesting from increases.

The Commission ruled that the roads might not be required to maintain proportional rates when they provide a thru rate with transit privileges. But it found the carriers maintaining proportionals to destination territory generally the same as those at Springfield, Mo. The protestants maintained that cancellation of their proportionals without like action at Kansas City would shut them out of markets which competitors at Kansas City could reach on proportionals at that market.

The roads attempted to justify such an action on Commission discussions of primary markets—holding Kansas City to be one—but the ruling held such cases were not parallel.

In its ruling the Commission said "A carrier has no right, by means of rate adjustments, to dictate the territory to which industries on its line must sell. We have repeatedly condemned the action of the carriers in adjusting rates so as to impede or stifle the movement of commodities in any direction."

## Farm Radicalism on the Decline.

By EDWARD JEROME DIES.

Time and again courts, including the United States Supreme Court, have upheld the legality of the futures contract, while economists have shown its value to farmer and consumer. Only a short time ago (Feb. 15) the Appellate Court in the suit of the estate of W. C. Sielaff, against James E. Bennett, held that margin transactions in stocks and grain do not constitute gambling.

Grain markets function under the direct supervision of the United States government by the terms of the Grain Futures Act, a fact which the spotlight seekers seem to ignore.

Futures trading is spreading thruout the world, because of the economies effected by trading in these contracts for futures delivery.

Hamburg recently launched a grain futures market. Now the London Corn Trade Ass'n, one of the largest of the foreign grain trade markets, is inaugurating futures trading in wheat. Memphis has just begun a futures market in cottonseed; trading in tin futures has been started in New York; silk contracts for future delivery are now dealt in, and plans are being concluded for trading in contracts for the future delivery of hides. The drift of commerce thruout the world is definitely toward greater use of futures markets.

It is generally admitted that the Caraway bill would have been the death knell of futures trading in America. Radicalism is on the decline. Like the farmers, the public press is weary of just words.

State monopoly of grain in an effort to help German farmers, who are reported upon the verge of bankruptcy, has been proposed. Tariff proposals as a cure were frowned upon because of fears of higher living costs. Socialists are backing the Nationalists in the monopoly plan because they see in it an entering wedge to nationalize all production. Center Democrats, with English ideas of liberty, are making what is expected to be futile opposition.

## Why Small Cars Are Disappearing.

Railroads will be doing business with between 150,000 to 175,000 fewer box cars in 1932 than at the peak of ownership and this condition will result in increased trackage facilities, will reduce maintenance costs on equipment and save interest on investment. These are the claims of the railroads in the drive for bigger cars.

An increase of the average tons per car by 2,000 lbs. would mean \$100,000,000 a year increase in net revenues for carriers as a whole, says M. J. Gormley, Washington, chairman of the car service division of the American Railway Ass'n. Such figures are based on the theory that the revenue upon every additional pound of freight loaded into a car above its previous loading is net to the railroad.

Starting a few years ago with 100,000 fewer cars as its goal the roads now have 75,000 fewer cars in service than in January, 1923. There are 20,000 additional freight cars which have either been condemned or are in such need of repair as will cause them to be withdrawn from service. The roads now have 285,000 box cars of 60,000 lbs. capacity. Since Jan. 1, 1923 the roads have placed 727,000 either new or rebuilt cars in service.

## Price-Fixing of Wheat Proved Disastrous.

The Warwick Farmers Milling Co., of Queensland, Australia, in its report to shareholders at the annual meeting complained of the policy of the Queensland Wheat Board.

The position of millers was unenviable, as they were forced to pay high prices for wheat, and also had to meet competition from flour made in the southern states. The Wheat Board had exported new season's wheat at a price equal to 4/4 a bushel at country stations, but it had refused to sell to Queensland millers at less than 4/11 a bushel.

The report stated that millers had approached the Board, and had offered to pay 6d. a bushel more than export parity for wheat. This offer had been rejected, and the Board continued to risk growers' money in order to adhere to its price-fixing policy. The prices fixed by the Board had forced the mill to purchase wheat in New South Wales in order to keep its business connection.

The company contended that the Board's policy of charging import parity for wheat had proved unsound and detrimental to the whole wheat growing industry. Queensland grew sufficient wheat to supply only half the requirements of the home trade, yet a fair proportion of the crop had been sent overseas at lower prices than those ruling in Queensland.

This last paragraph preceding sounds just like what the farm relievers intend to do in the United States of America with their equalization fee and debenture bonus or subsidy.

## New Head for Enid Laboratory.

The Southwest Cereal Laboratory at Enid, Okla., which has always made the major portion of protein tests for grain dealers in that section, has now attained higher standing in the scientific world by coming under the control of Dr. Edwin DeBarr.

Dr. DeBarr has studied abroad on three or four different occasions, particularly in the University of Berlin, having done special work in protein analysis for over 40 years, and will do considerable research work on the conditions under which protein changes.

He was for many years state chemist of Oklahoma and from 1893 to 1921 was consulting chemist for the United States government in Oklahoma. For the past several years he has been Dean of the University of Oklahoma.

Grade standards for wheat and rye have been fixed by the German agricultural council with the co-operation of interested parties and the standards submitted to the food ministry. The council has requested exchanges to use the new denominations as a trade basis.



# Field Seeds

MERCEDES, TEX.—W. F. Woodruff & Son have opened the Valley branch of their seed stores here with L. W. Derby as mgr.

GRAND RAPIDS, MICH.—The W. R. Roach Seed Co. has been incorporated with a capital stock of \$50,000 to handle seeds and vegetables.

MT. VERNON, Wash.—The Pioneer Feed & Seed Co., capitalized at \$15,000, has been incorporated here to take over the recently organized Valley Feed & Seed Co.

ROSEAU, MINN.—H. C. Habstritt will build a seed house this summer. His former location has been taken over for a filling station. A site has not been selected.

MIAMI, OKLA.—Merchants are selling a carload of soy beans for seed to farmers at cost thru the Stauffer-Cammack Grain Co. The seed company has agreed to purchase all seed raised at \$1.35 a bu.

WATERTOWN, S. D.—Partnership of the Acme Fuel & Seed Co., with its principal place of business at Watertown, S. D., has been dissolved. S. E. Johnson will continue the business. Hubert Phillips is the retiring member.

YIELDS 35 PER CENT better than Marquis is claimed for Marquillo wheat at the University of Minnesota agricultural experiment station, the developer. A newer and unnamed brand will yield 35% above Marquillo, the station states.

AIRPLANE SOWING of grass seed appears in Oregon where recently a plane was used for seeding a 1,000 acre field in Coos county. The seeding expense was one-third of an estimated hand cost and an excellent stand was obtained. The pilot controlled a specially designed hopper.

A. M. ELDRIDGE of Shenandoah was elected pres. of the Iowa Seed Dealers' Ass'n at the annual meeting. Others named are vice

president, F. A. Field, Des Moines; sec'y, Henry J. Kling, Cedar Rapids; treas., J. T. Hoffer, Nora Springs and board member, L. G. Wertz, Sioux City.

OMAHA, NEB.—Ouren Seed Co., to meet expansion demands, has acquired the Keyes Manufacturing Co. building and will make temporary remodeling changes at once. Later the firm will remodel the entire building to make an efficient seed plant. The purchase price was \$15,000. The firm will continue use of its present plant. C. G. Ouren is pres.

EVANSVILLE, IND.—Both wholesale and retail seed dealers in southern Indiana towns report that in spite of the excessive rainfall of the past two months and the fact that farmers have been greatly delayed in their work, their business has held up well and has been a great deal better than it was for the corresponding period of last year.—C.

CHICAGO, ILL.—The Berry Seed Co. of Clarinda, Ia., has formed an Illinois corporation of like name to have headquarters here for service to eastern customers. The firm handles World brand field and grass seeds and also vegetable and flower seeds at the Iowa plant. The capital of the new firm is \$5,000 and incorporators are J. F. Sinn, Harry Sunfield and Florence Bickel.

DENTON WHEAT, a new variety for north Texas, is described as a typical Mediterranean in practically all characters except stem color, which is yellow rather than blue, and has proved superior in yield, rust resistance, strength of straw and baking qualities to varieties commonly known in north Texas. Described by A. H. Leidigh, P. C. Mangelsdorf and P. B. Dunkle in Texas Station Bulletin No. 388.

WEED SEED impurities of agricultural seed produced in Canada are the subject of a survey by F. T. Wahlen of the International Seed Testing Ass'n. The survey put particular stress to the determination of origin. The tables show the relative constancy, dominance, and frequency of the seeds of other plants and of weeds in samples of clovers, grasses and grains. Production districts are indicated and weed seed impurities pointed out.

WASHINGTON, D. C., June 19.—Bur clover seed production is expected to be about the same as last year, according to scattered reports received from South Carolina and Georgia by the Bureau of Agricultural Economics.

Rains in Georgia delayed harvesting somewhat. The quality of the seed in this State is expected to be fair to good while in South Carolina, where better weather conditions have prevailed, the quality will be good to very good.

## Imports and Exports of Seeds.

Imports and exports of seeds for April, in lbs., compared with April, 1928, and the four months ending with April, are reported by the Bureau of Foreign and Domestic Commerce, in lbs., as follows:

	IMPORTS		4 mos. ending April	
	1929	1928	1929	1928
Alfalfa .....	43,906	102,030	533,663	270,186
Red clover .....	855,836	884,675	5,336,004	4,815,920
Alsike clover .....	650,289	1,147,345	3,707,799	4,601,010
Crimson clover .....		4,200	234,199	56,542
Other clover .....	570,909	1,377,760	3,297,447	4,552,783
Vetch .....	282,400	423,841	765,516	1,498,023
Grass seeds .....	464,745	320,014	2,675,366	2,273,133
Sugar-beet .....	2,033,187	170,995	11,529,483	11,221,508
Other seed .....		340		340
<b>EXPORTS</b>				
Alfalfa .....	141,753	56,622	314,516	252,860
Red clover .....	34,364	2,940	144,806	272,521
Other clover .....	15,452	44,375	120,815	235,063
Timothy .....	836,843	862,965	3,636,714	7,072,527
Other grass seed .....	398,125	227,771	2,514,945	1,514,679
Other field seed .....	282,726	277,916	1,532,413	1,354,922

WASHINGTON, D. C., June 19.—Supplies of seed oats in a number of Southern States are expected to be larger than those of last year, according to the United States Bureau of Agricultural Economics. The greatest increases were reported in South Carolina and Georgia, where the crop is estimated to be at least 25% larger than last year, when losses from winter-killings were severe. In Alabama, Tennessee, and North Carolina little change from last year's production is expected. The Oklahoma crop may turn out somewhat smaller than in 1928 but this apparent decrease will be more than offset by a slightly larger crop reported in Texas.

## Death of Hugo Teweles.

Hugo Teweles, president of the L. Teweles Seed Co. of Milwaukee, a prominent and respected figure in the farm seed trade died June 11 at a Milwaukee hospital following an operation. His death was a surprise to his relatives and many friends.

Funeral services were held June 13 at his home and burial was made in Greenwood cemetery, Milwaukee. Nearly every grain firm in that city was represented at the service.

Mr. Teweles, who was 57 years old, had been prominent in Milwaukee for many years. He went to that city in 1884 from Sheboygan, his birthplace, with his father. Shortly after that the father founded the seed firm. He was a director of the Farm Seed Ass'n of North America.

Mr. Teweles who had thousands of friends thruout the agricultural belt was known in this country and abroad as a man of outstanding integrity. His family life was considered ideal. His widow, two sons and a daughter survive.

## Smutty Wheat and Ergoty Rye.

BY E. L. MORRIS.

The percentage of smutty wheat and of ergot in rye, for the 1928 crop received at Northwestern terminals, was high. During October approximately 35% of the durum and mixed durum wheat receipts were graded smutty. About 15% of the hard red spring wheat of the 14,640 car receipts was smutty. Over 16% of the 7,313 cars of hard red winter was graded smutty during October, 1928, at the different inspection points in Kansas and neighboring Missouri points. Nearly 40% of the September rye receipts and about 60% of the October rye receipts at Northwestern terminals were graded as ergoty by the grain inspectors. The discount for smutty wheat on account of the large volume ranged from two to eight or ten cents per bushel, according to the degree. Much of the smutty wheat was washed at a considerable cost. The discount for ergoty rye has been as high as one cent per bushel for each one-tenth per cent of ergot.

Ergot is a fungus which attacks the ovaries of grasses and cereals, more especially the kernels of rye. This fungus derives its growth and strength from the substance which should have gone to producing rye kernels. Ergot is solid and is often slightly curved with a furrowed surface. It is black and deep purple on the outside. Ergot is considered an undesirable substance. It is said to contain several poisonous compounds; and flour made from grain containing ergot is said to have produced illness in human beings. It is also said to have produced illness among domestic animals when fed in grain. The official grain standards of the United States provide that any sample of rye (after the removal of dockage) that contains in excess of three-tenths of one per cent of ergot shall be classified as "ergoty" rye.

Losses of 13 to 20% of their claims is the outlook for creditors of the Pommern Grain Credit Bank, Ltd., which recently suspended operations because of financial difficulties. Managing officials, who it is claimed, incurred large loans without the knowledge of the board, won a fight against ouster at a creditors' meeting, according to reports from Amsterdam.

## Directory

### Grass and Field Seed Dealers

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.

Kellogg Seed Co., John L., field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

Minneapolis Seed Co., field seed merchants.

#### ST. JOSEPH, MO.

Mitchell Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.



# Farm Seed Association in Annual Meeting

The first session of the 21st annual convention of the Farm Seed Ass'n of North America was called to order at 2 p. m., June 24, by Pres. L. M. King of Minneapolis in the Hotel Sherman at Chicago, Ill.

After call of the roll of attendance Pres. King delivered the following address:

## Pres. King's Address.

The past year in the history of our Ass'n has been very largely characterized by its many changes.

Following the sad and untimely death of our Executive Secretary, Mr. Ogaard, last August, there followed a period during which our principal activity was the search for a satisfactory successor, the routine of our Chicago office being in the meantime very capably handled by Mrs. Deal.

**New Sec'y.**—The Com'te appointed to secure a new Executive Sec'y, with Clifford Cornell as Chairman, realizing the importance of the task assigned to them, made a most painstaking investigation of available applicants, and it was not until the regular meeting of our Directors on December 17th last, that they were prepared to make a recommendation. At that time, following an interview with the entire Board, Mr. George O. Smith was chosen as our Executive Secretary and assumed his new position early in January.

It is a pleasure to be able to say at this point, however, that in my judgment he has so far in every way come up to the expectations of our Directors at the time that he was selected.

Until early in April your pres. acted also as treas. of the Ass'n, and signed all checks drawn against our funds.

**Ass'n Accounts.**—Last Autumn, while Mrs. Deal was in charge of our office and upon her suggestion, a simple but efficient accounting system was installed under the supervision of a certified public accountant, and based upon this a comprehensive report is submitted each month to the officers and members of the Executive Com'te. These reports are very informative and keep your officers thoroly posted at regular intervals as to the state of the finances.

The Chamber of Commerce of the U. S. A. has been for the past few years particularly interested with problems of Agriculture, and in the development of a practical agricultural program which they might actively advocate and support.

**Weed Control.**—At their request, a com'te representing our Ass'n was appointed last February, consisting of George Hutchinson, Fred Kellogg, and your pres., to co-operate with them in the development of a weed control program. This program is being worked out by a com'te representing the various interests involved, including the farmers, enforcement officials representatives of the U. S. Department of Agriculture, etc., in addition to our own representatives.

Two meetings of this Com'te have been held in Washington. It is the unanimous opinion of those who have attended these meetings that participation in this work offers us an opportunity to render a constructive service to the cause of agriculture. We have an experience to contribute without which the development of a sound and well-balanced weed control program would be very difficult.

As members, I believe that we have a responsibility to support the really great work that is being carried on by the Chamber of Commerce of the U. S. on behalf of American business, to the extent of being represented at its annual meetings.

I recommend that our Ass'n continue to be represented at these annual meetings at least by our pres., national councillor, and executive sec'y.

**Expulsion of Members Misbranding.**—I deeply regret having to inform you that during the year it has been necessary to take severe disciplinary action with respect to two of our members. These two members, the Ackerman Company, of Lima, O., and the Hooton-Davis Seed Co., of Lebanon, Ind., were found guilty of shipping to certain of their customers, Western Oregon red clover seed misbranded as to origin. Your board of directors felt that this was a clear violation of that section of our by-laws which provides that "A member who conducts himself or itself or his or its business in an unfair and improper manner, and contrary to the purposes and interests of this Ass'n shall be subject to expulsion."

Accordingly, upon vote of the Directors, the resignations of the above firms were requested,

received, and accepted. It is to be sincerely hoped that such occasions will not arise in the future either among our own members, upon whom rests a particular responsibility, or among others engaged in the seed trade.

Depending, as we do, for our living upon profit derived from the merchandising of seeds, and being subjected to that pressure of competitive economic forces which is characteristic of the present period, it is sometimes difficult to preserve that sense of perspective without which the true nature of our responsibilities, as seedsmen, may be lost sight of. It may be, and is, a very human fault to lose one's sense of proportion where self-interest is involved, and to become so engrossed in one's own problems and anxieties that the interests of others are neglected.

**Seedsmen Have Peculiar Responsibility.**—However, the occupation of seedsmen is one of peculiar responsibility. It is necessary, of course, that in rendering the economic service which is our function, we should buy and sell seeds at a profit, if possible. In doing so, however, it is essential that we should not come to regard seeds merely as merchandise to be sold at a profit, and nothing more.

There are two characteristics of our merchandise which must not be lost sight of. The seeds which we sell are the very source of livelihood of those who use them and of their families, and we know that, regardless of other conditions, a crop cannot be better than the seed that goes into the ground.

**The farmer must depend upon the seedsman** as to quality of the seed that he sows, and upon which he stakes the result of his year's work. The factors constituting the economic value of seed are highly technical. They are known or can be approximately known by the seedsman but the consumer is in an unfavorable position to obtain this information in any other than thru the representations of the seedsman. It is obvious that this places upon all of those engaged in the cleaning and distribution of seeds a responsibility which cannot be evaded, for the welfare of those who depend upon them for their seed supply.

If our industry is to progress and to prosper, as we all hope, it must be thru that constantly improving service, based upon a recognition of its responsibilities, which the public is demanding of all industry today, and which is being demanded of us. Neither yesterday's standards nor today's standards are going to do tomorrow.

This has been a year of change and reorganization, with our attention necessarily devoted in large part to consolidating our position and in establishing a sound foundation for future work. We cannot point to sensational accomplishments, and indeed as I have stated on previous occasions, I do not believe that the work of our Ass'n is likely to yield sensational results at any time.

After a year of close contact with our problems, however, I am more than ever convinced, not only that there is a very definite field of usefulness for our Association, but also that as an industry we cannot hope to progress and to prosper excepting upon a strongly organized basis.

**CURTIS NYE SMITH**, Boston, Mass., counsel of the Ass'n, who also handles legal matters for the American Seed Trade Ass'n, presented a report.

**CHAS. J. BRAND**, executive sec'y of the National Fertilizer Ass'n, Washington, D. C., delivered an address on the "Trade Practice Conference" which the Federal Trade Commission is trying to make an effective means to enforce ethical rules of conduct between competitors in the same line of trade.

## Tuesday Morning Session.

Reports of standing com'tes were received Tuesday morning.

**J. GEO. MANN**, Minneapolis, Minn., chairman, presented the following report for the Traffic Com'te:

## Traffic Com'te Report.

The Traffic Com'te of this Ass'n has been in existence for two years. Some of the most important accomplishments of the Traffic Com'te, since the last meeting, I will refer to briefly:

The reduction of rates on millet seed in carload lots from Chicago, Ill., to eastern destinations.

The reduction of rates on garden seed in less than carload lots in southeastern territory—i. e., territory east of the Mississippi river and south of the Ohio river, also on shipments moving from and to southeastern territory.

Prevented increase in rates proposed by certain western carriers on sudan grass seed, sorghum seed and cane seed by representations made before members of the Interstate Commerce Commission which resulted in the dismissal of carriers' application.

Collaborated with other seed interests who sought lower rates on sweet clover seed thru formal complaints filed with the Interstate Commerce Commission.

In a complaint, alleging 6th section violation of the Interstate Commerce Act, filed with the Interstate Commerce Commission on behalf of one of the members of this Ass'n in connection with demurrage charges paid on import seed, the Commission in its proposed report stated that the charges were inapplicable and should be refunded. Exceptions to this decision, however, have been taken by defendant carrier and the case will be reargued before the commission at Washington at some future date.

**H. TRIMBLE M'CULLOUGH**, Cincinnati, O., chairman, presented the following report for the Membership Com'te:

## Membership Com'te Report.

At the present time there are several firms that the com'te feels should be members; every effort will be made to see if their applications can be secured.

Since our last meeting we have lost twelve members, affecting the dues of 1928-1929.

We have lost one additional member who has paid 1928-1929 dues.

There was also the change of one member resigning and the membership being continued by the company's successor.

The Membership Com'te will appreciate any suggestions at any time.

**F. W. KELLOGG**, Chairman, Milwaukee, Wis., presented the following report to the Legislative Com'te:

## Legislative Com'te Report.

At the mid-winter meeting the Legislative Com'te was directed by the membership to oppose any increase in the present rate of duty applying on alsike clover seed.

The executive sec'y and the chairman of the com'te spent several days in Washington during the last week in January to assemble the necessary data to enable the com'te to present the views of the Ass'n at the hearings before the Ways and Means Com'te. The brief was later printed and copies were sent to members of the Senate and House of Representatives.

**Rates on Alsike:** No oral statement was made or brief filed with the com'te advocating any advance in the existing rate on alsike. In fact, such powerful farm organizations as the National Grange and the American Farm Bureau Federation filed briefs suggesting higher rates of duty on many varieties of seed but recommended that the duty on alsike be not changed. In spite of these expressions the Hawley Tariff Act when introduced carried an advance on alsike of 1c per pound as well as materially higher rates on some of the other varieties.

The sub-com'te of the Ways and Means Com'te that wrote schedule 7 which embraces "Agricultural Products and Provisions," made this comment on agricultural seeds:

"Paragraph 761 deals with grass seeds and other forage crop seeds and a number of the duties have been increased. It may be said again that in 1922 information on the cost of producing such seeds abroad was very limited and the duties have proven to be insufficient. These are also substitute crops valuable for improving the soil and important for seed purposes generally. There is no reason why the people of the United States should not grow sufficient quantities of these seeds for domestic uses."

The Legislative Com'te will exert every effort with the Senate Finance Com'te and others to maintain the existing rate on alsike according to the views of the farm organizations and this Ass'n.

**The rates** applying to the principal varieties of field and grass seeds as provided by the Hawley Tariff Act and amendments thereto are as follows, per pound: Alfalfa, 5c; alsike, 5c; crimson clover, 2c; red clover, 6c; white clover, 6c; ladino clover, 6c; sweet clover, 3c; clover seed not specially provided for, 3c; millet seed, 1c; orchard grass, 5c; blue grass, 5c; bent grass, 10c; timothy, 2c; hairy vetch, 3c; spring vetch, 1c; other vetches, 1½c; other grass and forage crop seeds not specially provided for, 2c, and other field seed not specially provided for, 6c.

It is the understanding of the com'te, in which counsel concurs, that dwarf Essex rape seed remains upon the free list.

The legislatures of many of the states have been in session during recent months and seed



legislation has had the consideration of many of them. These matters have been handled by local seedsmen in the states concerned under the direction of counsel whose report will indicate the effect of the new laws which have been enacted, as well as amendments to previous seed laws.

Election of officers for the ensuing year at the close of the morning session resulted as follows:

Pres., H. Trimble McCullough, Cincinnati, O.; v. pres., Clifford Corneli, St. Louis; directors, Fred Kellogg, Milwaukee; L. L. McCullough, Minneapolis; Roy A. Edwards, Kansas City, for full terms, and Owen Watts, Louisville, to fill the unexpired term of the late Hugo Teweles.

The arbitration com'te was named as follows: L. L. McCullough, Minneapolis; R. C. Steele, Toronto; Edward F. Mangelsdorf, St. Louis; J. G. Peppard, Jr., Kansas City, Mo., and Frank Lukes, Chicago.

Fred W. Kellogg, Milwaukee, was named representative to the United States Chamber of Commerce.

### Tuesday Afternoon Session.

CHESTER LEASURE, Washington, D. C., of the Chamber of Commerce of the United States, began the afternoon session with an address on "This Business of Getting Together." In part he said:

Organized business has caught the message of new today-old tomorrow, and the man who expects to stay in business must keep himself informed. That is one of the purposes of a trade ass'n. No business and no individual can accomplish much alone. United effort is necessary.

Business is going to be regulated, either thru the trade ass'n or by the Government as a result of popular will. The trade ass'n must keep the public assured it is getting a square deal.

In keeping the public informed the trade ass'n can wipe out some of the misconceptions prevalent in this country. That you can amend economic law is one of these misconceptions. Organization can control the abuses which destroy the real good of competition.

WILLIS B. REUTER, president of the American Seed Trade Ass'n, invited the members to attend the sessions of the convention of that group and pleaded for a closer relationship between the members of the two groups.

JUDGE WOOD, member of the Chicago World's Fair group, told the convention of the ideals of the fair and asked the good will of the ass'n members and invited them to attend the celebration.

J. FRANK GRIMES, pres., Independent Grocers Alliance of America, told the convention of the fight his organization is making to cut costs in the grocery business and keep individuals in the retail business thru greater efficiency in distribution. He spoke, in part, as follows:

The wholesaler who persists in scattering his business away from home, who persists in the costly waste of invading territory which he cannot handle economically is losing out.

That wholesaler cannot stay in business and continue the expensive process of tapping the other fellow's territory.

And what I have seen accomplished by the grocery wholesalers taking only that business which they can handle efficiently can also apply to any business. It is a waste to fight for business which can't be handled profitably.

H. C. RATHER, professor of farm crops, Michigan State College, East Lansing, in discussing "The Place of the Seed Industry in a Weed Control Program," told how the recent developments in fighting weeds by chemicals was arousing new interest in the drive against the huge losses caused by weeds.

While the chemical process is not economical for an acreage basis the use of chemicals on small patches of noxious weeds is practical.

The interest in chemical fighting is going to be used for educational work in the fight and Prof. Grimes asked the cooperation of the seedsmen in that work. He also asked the seedsmen to educate the farmers in the value of clean, pure seed. He asked the seedsmen to make the labels as easily understood as possible. He told the members they have been giving honest labeling but that the labeling

should be easily understood and have an educational value.

A differential price for a differential in quality of seeds will do a great deal in the fight against weeds. Impress the losses of weeds upon the farmer. Do educational work. This is a job for every one.

LYNDEN M. KING, Minneapolis, retiring pres., was presented with a gladstone bag by August Mangelsdorf on behalf of the members. Adjourned *sine die*.

Those in attendance were: N. F. Brent, Paris, Ky.; R. Burns, Mitchell, S. D.; C. D. Boyles, Chicago; C. G. Bowden, Minneapolis, Minn.; James R. Birkelund, Minneapolis, Minn.; T. N. Bryant, Salt Lake City, Utah; H. E. Bagnall and J. G. Peppard, Jr., representing the J. G. Peppard Seed Co., Kansas City, Mo.; Clifford Corneli, St. Louis, Mo.; E. F. Crossland, Toronto, Ont.; W. H. Crossland, Milwaukee, Wis.; Fred W. Camper, G. H. Valentine and F. R. Moorman, representing John L. Kellogg Seed Co., Chicago; Peter Carr, Madison, Wis.

Boyd Dickinson, Chicago; W. Ewing, Montreal, Canada; R. A. Edwards and H. S. Patrick, representing Rudy-Patrick Seed Co., Kansas City, Mo.; Ignatz Eckstein, Buffalo, N. Y.; H. Earl, San Francisco, Cal.; F. R. Freeman, Crawfordsville, Ind.; W. H. Grubbs, Chicago; Geo. F. Green, Chicago; R. C. Gage, Sioux Falls, S. D.; Geo. S. Hutchinson, Chicago; Harry Hirsch, Toledo, O.; E. F. Heim, Winona, Minn.; H. Kling, Cedar Rapids, Ia.; M. Keating, Salt Lake City, Utah; Fred W. Kellogg, Milwaukee, Wis.; H. C. King and H. M. King, Battle Creek, Mich.; L. M. King, Minneapolis, Minn.

Frank Lukes, Chicago; J. B. Leveille, Winona, Wis.; B. Michael, Sioux City, Ia.; H. H. Miller, Bloomington, Ill.; L. L. McCullough, Minneapolis, Minn.; W. H. Magill, Fargo, N. D.; F. N. Mangelsdorf, Atchison, Kan.; Ed. F. Mangelsdorf, representing Ed. F. Mangelsdorf & Bros., St. Louis, Mo.; J. S. Michael, Sioux City, Ia.; H. T. McCullough, Cincinnati, O.; J. C. Olige, Toledo, O.; C. D. Potter, Chicago; D. A. Parks, Jackson, Mich.; Charles D. Ross, Louisville, Ky.; E. T. Robinson, Waterloo, Neb.; F. G. Ricketts, Springfield, Mo.

J. A. Schrenker, Jr., Cincinnati, O.; R. C. Steele, Toronto, Ont.; T. M. Scott, St. Louis, Mo.; B. F. Sheehan, Lincoln, Neb.; C. W. Spears, Paris, Ky.; E. H. Sexauer, Brookings, S. D.; E. F. Spears, Paris, Ky.; Geo. O. Smith, Chicago; C. N. Smith, Boston; E. L. Townsend, Buffalo, N. Y.; L. B. Vassar, Faribault, Minn.; L. H. Vaughan, Chicago; W. A. Wilk, Fargo, N. D.; O. T. Watts, Louisville, Ky.; H. G. Windheim, Omaha, Neb.; J. H. Withey, Minneapolis, Minn.; C. O. Wilcox, Jackson, Mich., and J. R. Wise, Sioux City, Ia.

New French import duties on wheat are applicable to shipments on which the bill of lading is dated May 23 or later and to stocks withdrawn from bonded warehouses beginning May 23.

### Iowa Elevator Managers Meet.

Managers and officers of farmers elevator companies in Iowa held a midsummer meeting at Fort Dodge June 13 sponsored by the Iowa Farmers' Co-operative Brokerage Ass'n.

The day was spent in discussions of business problems, salesmen of side lines attending the banquet in the evening making short addresses. At the dinner, at 6:30, the Rev. J. J. Share of Humboldt was the principal speaker.

Those present were enthusiastically in favor of holding such a summer meeting annually.

Besides 25 directors of farmers' elevator companies the following managers were present:

John Brakke, Cylinder; Ed. Brewer, Gowrie; C. R. Boots, Dinsdale; C. Clemons, Clemons; Aug. Carstens, Ackley; H. Cramer, Webster City; J. Campbell, Marathon; M. Case, Manson; R. Darland, Clemons; H. H. Douglas, Northwood; Nels Ernsland, Vincent; Mr. Evans, Modale; W. Finch, Woolstock; H. Fitzgerald, Plover; Art Gray, Renwick; Bert Greenfield, Corwith; Peter Greenfield, Palm Grove; J. R. Gutel, Truesdale; Lester Hill, Flugstad; R. Hartsock, Richardson; Geo. Hansen, Roelyn; J. Huibregst, Matlock; W. Lowry, Boxholm; A. Johnson, Laurens; E. Jacobson, Moorland; Jack Johnson, Kanawha; J. Loeltz, Rockwell City; Wm. Loeltz, Dedham; H. Lathrop, Thompson; G. Larsen, Albert City; A. Larsen, Lake Mills; J. L. Miller, Havelock; Ray Miner, Meriden; Roy Miller, Lytton; T. McElwain, Sloan; Hugo Mitchell, Holstein; M. McNie, Hampton; A. Nelson, Galva; R. A. Nack, Grafton; Arthur Rubel, Barnum; Bert Sniffin, Kamrar; G. Snedecor, George; E. O. Slack, Titonka; J. Stewart, Scranton; J. S. Seward, Sheldon; Art Traeder, Odebolt; F. Thompson, Swea City; A. Umhoefer, Ashton; Wm. Van Gerpen, E. Waterman, Blairsburg.

### The Agricultural Marketing Act.

[Continued from page 789.]

#### MISCELLANEOUS LOAN PROVISIONS.

Sec. 8. (a) Loans to any co-operative ass'n or stabilization corporation and advances for insurance purposes shall bear interest at a rate of interest per annum equal to the lowest rate of yield (to the nearest one-eighth of 1 per centum) of any Government obligation bearing a date of issue subsequent to April 6, 1917 (except postal-savings bonds), and outstanding at the time the loan agreement is entered into or the advance is made by the board, as certified by the Secretary of the Treasury to the board upon its request: Provided, That in no case shall the rate exceed 4 per centum per annum on the unpaid principal.

(b) Payments of principal or interest upon any such loan or advance shall be covered into the revolving fund.

(c) Loans to any co-operative ass'n or stabilization corporation shall be made upon the terms specified in this Act and upon such other terms not inconsistent therewith and upon such security as the board deems necessary.

(d) No loan or insurance agreement shall be made by the board if in its judgment the agreement is likely to increase unduly the production of any agricultural commodity of which there is commonly produced a surplus in excess of the annual marketing requirements.

#### STABILIZATION CORPORATIONS.

Sec. 9. (a) The board may, upon application of the advisory commodity com'te for any commodity, recognize as a stabilization corporation for the commodity any corporation if—

(1) The board finds that the marketing situation with respect to the agricultural commodity requires or may require the establishment of a stabilization corporation in order effectively to carry out the policy declared in section 1; and

(2) The board finds that the corporation is duly organized under the laws of a state or territory; and

(3) The board finds that all the outstanding voting stock or membership interests in the corporation are and may be owned only by co-operative ass'ns handling the commodity; and

(4) The corporation agrees with the board to adopt such by-laws as the board may from time to time require, which by-laws, among other matters, shall permit co-operative ass'ns not stockholders or members of the corporation to become stockholders or members therein upon equitable terms.

(b) Any stabilization corporation for an agricultural commodity (1) may act as a marketing agency for its stockholders or members in preparing, handling, storing, processing and merchandising for their account any quantity of the agricultural commodity or its food products, and (2) for the purpose of controlling any surplus in the commodity in furtherance of the policy declared in section 1, may prepare, purchase, handle, store, process and merchandise, otherwise than for the account of its stockholders or members, any quantity of the agricultural commodity or its food products whether or not such commodity or products are acquired from its stockholders or members.

(c) Upon request of the advisory com'te for any commodity the board is authorized to make loans from the revolving fund to the stabilization corporation for the commodity for working capital to enable the corporation to act as a marketing agency for its stockholders or members as hereinbefore provided. Not less than 75 per centum of all profits derived by a stabilization corporation each year from its operations as such a marketing agency shall be paid into a merchandising reserve fund to be established by the corporation. No such payment shall be required whenever the fund is in such amount as, in the judgment of the board, constitutes a sufficient reserve for such operations of the corporation. Out of the remainder of such profits for the year the corporation shall repay any outstanding loan made under this subdivision and the accrued interest thereon, or if all such loans and accrued interest have been fully repaid, then it may distribute a patronage dividend to its stockholders or members. Such patronage dividend shall be paid to each stockholder or member on the basis of the total volume of the commodity or its products for the year marketed for his account through the corporation.

(d) Upon request of the advisory com'te for any commodity the board is authorized to make loans from the revolving fund to the stabilization corporation for the commodity to enable the corporation to control any surplus in the commodity as hereinbefore provided and for meeting carrying and handling charges and other operating expenses in connection therewith. The board shall require a stabilization corporation to establish and maintain adequate reserves from its profits from its surplus control operations before it shall pay any dividends out of such profits. All losses of the corporation



from such operations shall be paid from such reserves, or if such reserves are inadequate, then such LOSSES SHALL BE PAID BY THE BOARD AS A LOAN FROM THE REVOLVING FUND. Any amounts so loaned for payment of losses shall be repaid into the revolving fund by the corporation from future profits from its surplus control operations. Any stabilization corporation receiving loans under this subdivision for surplus control operations shall exert every reasonable effort to avoid losses and to secure profits, but shall not withhold any commodity from the domestic market if the prices have become unduly enhanced, resulting in distress to domestic consumers. Stockholders or members of the corporation shall not be subject to assessment for any losses incurred in surplus control operations of the corporation.

(e) A stabilization corporation shall keep such accounts, records and memoranda, and make such reports with respect to its transactions, business methods and financial condition as the board may from time to time prescribe; shall permit the board to audit its accounts annually and at such other times as the board deems advisable; and shall permit the board, upon its own initiative or upon written request of any stockholder or member, to investigate the financial condition and business methods of the corporation.

(f) No loan shall be made to any stabilization corporation unless, in the judgment of the board, the loan is in furtherance of the policy declared in section 1.

## CLEARING HOUSE ASS'NS.

Sec. 10. Upon application of any co-operative ass'n handling an agricultural commodity or of producers of an agricultural commodity, the board is authorized, if it deems such ass'n or producers representative of the commodity, to assist in forming producer-controlled clearing house ass'ns adapted to effecting the economic distribution of the agricultural commodity among the various markets and to minimizing waste and loss in the marketing of the commodity, if such assistance, in the judgment of the board, will be in furtherance of the policy declared in section 1. The board may provide for the registration, and for the termination of the registration, of any clearing house ass'n in accordance with such regulations as the board may prescribe. Such clearing house ass'ns are authorized to operate under rules adopted by the member co-operative ass'ns and approved by the board. Independent dealers in, and handlers, distributors and processors of, the commodity, as well as co-operative ass'ns handling the commodity, shall be eligible for membership in the clearing house ass'n: Provided, That the policy of such clearing house ass'n shall be approved by a com'tee of producers which, in the opinion of the board, is representative of the commodity. Clearing house ass'ns shall utilize the market news service and other facilities of the Department of Agriculture as far as possible.

## PRICE INSURANCE.

Sec. 11. The board is authorized, upon application of co-operative ass'ns, to enter into agreements, subject to the conditions herein-after specified, for the insurance of the co-operative ass'ns against loss thru price decline in the agricultural commodity handled by the ass'ns and produced by the members thereof. Such agreements shall be entered into only if, in the judgment of the board, (1) coverage is not available from private agencies at reasonable rates, (2) the insurance will be in furtherance of the policy declared in section 1, (3) the agricultural commodity is regularly bought and sold in the markets in sufficient volume to establish a recognized basic price for the market grades of the commodity, and (4) there is available with respect to the commodity such market information as will afford an accurate record of prevailing prices for the commodity covering a period of years of sufficient length to serve as a basis to calculate the risk and fix the premium for the insurance. The agreement shall require payment of premiums so fixed and shall include such other terms as, in the judgment of the board, are necessary. The board may make advances from the revolving fund to meet obligations under any insurance agreement, but such advances together with the interest thereon shall, as soon as practicable, be repaid from the proceeds of insurance premiums.

## ADMINISTRATIVE APPROPRIATION.

Sec. 12. For expenditures in executing the functions vested in the board by this Act (including salaries and expenses of members, officers and employees of the board and per diem compensation and expenses of the commodity committees), incurred prior to July 1, 1930, there is hereby authorized to be appropriated the sum of \$1,500,000. No part of the moneys appropriated in pursuance of this authorization shall be available for expenditures, including loans and advances, for the payment of which the revolving fund or insurance moneys are authorized to be used.

## AVOIDANCE OF DUPLICATION.

Sec. 13. (a) The board shall, in co-operation with any governmental establishment in the executive branch of the Government, including any field service thereof at home or abroad,

avail itself of the services and facilities thereof in order to avoid preventable expense or duplication of effort.

(b) The President may by executive order direct any such governmental establishment to furnish the board such information and data as such governmental establishment may have pertaining to the functions of the board; except that the President shall not direct that the board be furnished with any information or data supplied by any person in confidence to any governmental establishment in pursuance of any provision of law or of any agreement with a governmental establishment.

(c) The board may co-operate with any State or Territory, or department, agency, or political subdivision thereof, or with any person.

(d) The board shall, thru the Sec'y of Agriculture, indicate to the appropriate bureau or division of the Department of Agriculture any special problem on which a research is needed to aid in carrying out the provisions of this Act.

(e) The president is authorized, by Executive order, to transfer to or retransfer from the jurisdiction and control of the board the whole or any part of (1) any office, bureau, service, division, commission, or board in the Executive branch of the Government engaged in scientific or extension work, or the furnishing of services, with respect to the marketing of agricultural commodities, (2) its functions pertaining to such work or services, and (3) the records, property, including office equipment, personnel, and unexpended balances of appropriation, pertaining to such work or services.

## EXAMINATION OF BOOKS AND ACCOUNTS OF BOARD.

Sec. 14. Vouchers approved by the chairman of the board for expenditures from the revolving fund pursuant to any loan or advance or from insurance moneys pursuant to any insurance agreement, shall be final and conclusive upon all officers of the Government; except that all financial transactions of the board shall, subject to the above limitations, be examined by the General Accounting Office at such times and in such manner as the Comptroller General of the United States may by regulation prescribe. Such examination, with respect to expenditures from the revolving fund pursuant to any loan or advance or from insurance moneys pursuant to any insurance agreement, shall be for the sole purpose of making a report to the Congress and to the board of expenditures and of loan and insurance agreements in violation of law, together with such recommendations thereon as the Comptroller General deems advisable.

## MISCELLANEOUS PROVISIONS.

Sec. 15. (a) As used in this Act, the term "co-operative ass'n" means any association qualified under the Act entitled "An Act to authorize ass'n of producers of agricultural products," approved Feb. 18, 1922. Whenever in the judgment of the board the producers of any agricultural commodity are not organized into co-operative ass'ns so extensively as to render such co-operative ass'ns representative of the commodity, then the privileges, assistance, and authority available under this Act to co-operative ass'ns, shall also be available to other ass'ns and corporations producer-owned and producer-controlled and organized for and actually engaged in the marketing of the agricultural commodity. No such ass'n or corpora-

tion shall be held to be producer-owned and producer-controlled unless owned and controlled by co-operative associations as above defined and/or by individuals engaged as original producers of the agricultural commodity.

(b) It shall be unlawful for any member, officer or employee of the board to speculate, directly or indirectly, in any agricultural commodity or product thereof, or in contracts relating thereto, or in the stock or membership interests of any ass'n or corporation engaged in handling, processing or disposing of any such commodity or product. Any person violating this subdivision shall upon conviction thereof be fined not more than \$10,000, or imprisoned not more than ten years, or both.

(c) It shall be unlawful (1) for any co-operative ass'n, stabilization corporation, clearing house ass'n, or commodity com'tee, or (2) for any director, officer, employee, or member or person acting on behalf of any such ass'n, corporation, or com'tee, to which or to whom information has been imparted in confidence by the board, to disclose such information in violation of any regulation of the board. Any such ass'n, corporation, or com'tee, or director, officer, employee, or member thereof, violating this subdivision, shall be fined not more than \$5,000, or imprisoned not more than five years, or both.

(d) That the inclusion in any governmental report, bulletin, or other such publication hereafter issued or published of any prediction with respect to cotton prices is hereby prohibited. Any officer or employee of the United States who authorizes or is responsible for the inclusion in any such report, bulletin, or other publication of any such prediction, or who knowingly causes the issuance or publication of any such report, bulletin, or other publication containing any such prediction, shall, upon conviction thereof, be fined not less than \$500 or more than \$5,000, or imprisoned for not more than five years, or both; Provided, That this subdivision shall not apply to the members of the board when engaged in the performance of their duties herein provided.

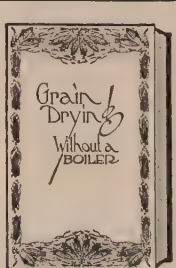
(e) If any provision of this Act is declared unconstitutional, or the applicability thereof to any person, circumstance, commodity, or class of transactions with respect to any commodity is held invalid, the validity of the remainder of the Act and the applicability of such provision to other persons, circumstances, commodities, and classes of transactions shall not be affected thereby.

(f) This Act may be cited as the "Agricultural Marketing Act."

Grain Shippers by Lake who in past years have considered it unnecessary to give a detailed description of the grain loaded into a boat are cautioned in a letter issued by H. J. Besley of the Grain Division of the Bureau of Agricultural Economics to give the complete grading on invoices and other documents as stated on the official certificate of inspection. Omission of the words "dockage," "ergot," etc., is a technical violation of the grain standards act, and besides may lead to mixing in lower lake elevators damaging to owners of the better grain.



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Toledo, Ohio, U. S. A.



## Grain Carriers

FIVE HUNDRED box cars have been ordered by the Boston & Maine railroad.

**BUFFALO, N. Y.**—The steamer Donald Stewart, eastbound with wheat, ran aground near Kingston, Ont., and had to be lightered of 25,000 bus. before she was released.

**LOADINGS** of grain and grain products for the week ended June 1 were 37,235, an increase of 3,260 cars above the corresponding week of 1928 and 820 above the same week of two years ago.

**BUFFALO, N. Y.**—Reduction in railroad grain rates and the depression in grain traffic has caused the Munson Inland Water Lines, Inc., to suspend the operation of several of its canal fleets.

**GRADING CONTRACT** for the first 20 miles of the new short line to Kansas City of the Rock Island has been let. The new line will extend from a few miles south of Trenton, Mo., into Kansas City, a distance of 85 miles. The total cost will be \$10,500,000.

**FORT WILLIAM, ONT.**—Clearing with 567,690 bushels of wheat the Canada Steamship Lines' S. S. Lemoyne set a new cargo record on June 8. The cargo is approximately 12,000 bus. more than has ever been carried by any vessel on the Great Lakes. The Lemoyne held the previous record.

**BIRMINGHAM, ALA.**—Birmingham grain and grain products dealers have won their fight for transit rates that puts them on a parity with Meridian, Miss., and Nashville, Tenn. The Interstate Commerce Commission has directed rates which will eliminate the 10c per 100 lbs. disparity which has existed.

**INDIANAPOLIS, IND.**—Suit for \$125,000 against the Cleveland, Cincinnati, Chicago & St. Louis Railway Co. has been filed in the federal court by the Acme Evans Co., alleging overcharge on freight rates. The rates in dispute were on grain hauled to the mill, ground and then reshipped. The overcharge is listed as \$102,433.95 and interest as \$10,000.

**COMMODITY TARIFF** No. 2-D has been changed to provide that differential distances of the Amarillo-Liberal Division of the C. R. I. & G. used in determining the differential rate shall not exceed 50 miles. The differential territory on the Rock Island in Texas has been changed to read on "the Amarillo, division north of Amarillo to Hitchland, inclusive."

**FORT WILLIAM, ONT.**—Lakehead ports are getting the larger percentage of the new grain business, in the opinion of A. L. Searle, elevator owner of Winnipeg, here to inspect the new Searle elevator. He holds Ft. William and Port Arthur will continue to be the main outlet for western Canadian wheat and says Vancouver is too dependent upon the Orient.

**CREDIT EXTENSIONS** on freight bills were opposed by railway officials before the Interstate Commerce Commission as unnecessary for shippers of well organized businesses and expensive to the railroads by requiring more office work and larger working capital. The I. C. C. is holding hearings on the proposals to allow eight days instead of the cash, 48 hour and 96 hour limits.

**THE 153-MILE** line of the Rock Island from Liberal, Kan., to Amarillo, Tex., which opens up a vast territory of pastures for grain growing, will be opened July 15. Between 100,000 and 150,000 acres of prairie sod have been put in crops for the first time and eighteen new towns have sprung up. Thousands of head of range cattle have been disposed of to make room for grain farming.

**YANKTON, S. D.**—Inability of the Yankton, Norfolk & Southern Railway Co. to reach an agreement with the Chicago & North Western Railroad over use of its lines between

Pierce and Norfolk, Neb., and use of terminal facilities at Norfolk has brought a supplemental hearing here of the application of the former road to build a line between Pierce and Norfolk as part of its Yankton-Norfolk project.

**CAPACITY LOADING** will help grain dealers to help themselves and their brother dealers during the harvest rush. Railroads have made rules that there will be no transfers of grain unless the car is loaded 5% above the load limit. That does not mean 5% above the 10% over capacity but 5% above the load limit. The load limit of a 100,000 capacity car is between 123,000 and 125,000 lbs. The limit is stamped upon each car. Full loads will reduce expense of loading, unit cost in handling, demurrage and switching charges and leave more cars for the use of fellow dealers.

**APPOINTMENT OF AN ARMY** board to determine if a 9-foot channel for the upper Mississippi is economically practical, as compared with the present 6 foot channel, has stirred Minneapolis grain men to a vision of competing with Duluth for export business. Traffic men agree that before Minneapolis can become an export factor it must be able to move from 300,000 to 500,000 bus. by river at a tow. Such a tow would have to be made regularly and without interruption from Minneapolis to New Orleans, says H. A. Feltus, traffic counselor. Such a tow would be profitable and competitive.

**NEW YORK, N. Y.**—Representatives of steamship lines and shipping ass'ns in western states opposed to the Southern Pacific's water-rail rate plea cross examined W. A. Worthington, v. pres. of the road, at an I. C. C. hearing here June 24. The railroad seeks to re-establish its water to Galveston, rail to west coast business by a rate only slightly higher than vessel rates thru the Panama Canal. The official said that the road in 1895 had 75% of that type of transcontinental shipping on this

basis but with the canal traffic has taken it under a lighter rate by the road. Seamen say such a rate would put them out of business.

**MONTREAL, QUE.**—The port is so stuffed with grain that on June 22 seventy grain vessels were tied up with cargoes of wheat which they were unable to unload. The elevators can not provide an inch more space and there are between 15 and 20 grain vessels all loaded with wheat coming down the canal to make things worse. The biggest Canadian grain vessel is tied up at Port Colborne. The congestion led J. H. Pare, pres. of the Canadian Seamen's Ass'n, to declare: "Grain comes to Montreal and seems to be staying here. We have lost our market. France which imported millions of bushels previously, has not placed a single order for Canadian wheat yet. The French import from Argentina. Italy also is unwilling to buy from us."

### I. C. C. Activities.

**In 22,219**, Seele Bros. Grain Co., East St. Louis, Ill., vs. C. & A. alleges charges in violation section 1 and 6 of act, grain, St. Louis to Memphis. Asks reparations.

**Chicago, Ill.**—Commissioner Crowley of the I. C. C. will hold a hearing here June 29 on the complaint of the Albert Dickinson Co. against the Chicago & Northwestern and other lines.

**In No. 22,333** the Union Equity Exchange of Enid, Okla. asks reasonable rates on grain from Follett and other Texas points on the line of the Panhandle & Santa Fe Railway to Galveston, Tex., for export. Claims reparation.

**In No. 22,334**—Cotton Trading Co. of Birmingham, Ala. claims reparation on car of cottonseed hull shavings from Crenshaw, Miss. to Indianapolis, Ind. from the Baltimore & Ohio Railroad.

**In 21,595**, Walcott & Lincoln, Inc. v. C. & A. R. R. Examiner McGrath proposed dismissal on finding applicable rate on corn, Kansas City to Chicago, which originated beyond and was stored in transit at Kansas City.

**Application** of the Chicago, Milwaukee, St. Paul & Pacific railroad for authority to abandon its line between Springfield and Running Water, S. D., has been assigned for hearing on July 2, at Springfield before the South Dakota Board of Railroad Commissioners.

**The Santa Fe** has made application for permission to increase the wheat and wheat flour rates from Bedford and Enid, Okla., to 30.5 cents and Cherokee, Okla., to 31.5 cents to the gulf so as to line them up with Caldwell, Kan., on the Rock Island.

**The complaint** of the Colorado Mill & Elevator Co., vs. the Southern Pacific Railroad in No. 21,282 on rates on grain from various points to Denver, Col., then milled in transit and the products reshipped to McNeal, Ariz., was dismissed.

**Rates** on grain and grain products from Ohio and Mississippi River crossings, transited at Birmingham, Ala. and reshipped to points south of Montgomery, Ala. were held by the I. C. C. to be not unreasonable but unduly prejudicial and the prejudice was ordered removed. The Illinois Central and the Louisville & Nashville were involved.

**Great Lakes Transit Corp.** and the Minnesota-Atlantic Transit Line have requested the I. C. C. for an emergency reduction on export wheat and wheat flour, from Duluth to New York, Philadelphia and Baltimore of 7 cents in each case. The reduction would match, in a way, the all-rail reductions of May 29. The lake lines said the rail and water lines would make a similar application from Missouri River points and the Twin Cities via Duluth.

**In 21,309**, Sperry Flour Co. v. S. P., Examiner Johnson found rate on complaint entitled to reparation on corn various points of origin in Iowa and Nebraska to San Francisco, Cal., for export, when milled, cleaned or otherwise treated in transit at South Vallejo, Cal., unreasonable and unduly prejudicial to extent it exceeded 59c.

**In No. 3126** to keep the situation static until the result of the Hoch-Smith hearings is available, the commission has found not justified proposed increases in the thru charges on grain and grain products from Oklahoma and Kansas to destinations in Texas and the southwest which would result from changes in the

## GRAIN DRIERS

for

**COARSE GRAINS,  
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BEANS,  
PEAS, ETC.**

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## Supply Trade

ALLENTOWN, PA.—The M. A. Long Co. announces the opening of offices in the Commonwealth Bldg. with E. C. Machin as resident engineer.

NORTH KANSAS CITY, MO.—W. D. McLean, who has been in charge of the Wolf Co. office in Chicago, is now in charge of that company's office in the Radial Bldg.

ROSCO HULLER CO., Fort Dodge, Ia., has filed trademark Serial No. 281,314, the words "Rosco Ajax Huller" on shield in colors of red, blue and gold to describe oat huller.

NORTH EASTON, MASS.—Oliver Ames, senior member of the board of directors of the General Electric Co., died June 18. Mr. Ames had been a member of the board since 1893, being elected at that time to fill the vacancy caused by the death of his father.

IN the co-operative effort to eliminate waste thru a reduction in the manufacture of superfluous varieties of staple articles American industries have put into effect 102 simplified practice recommendations, and 7 others are in process of acceptance. To date 21,543 trade ass'ns, and firms have signified their support to the various programs.

SCHENECTADY, N. Y.—Glyptal lacquer is a new paint developed in the research laboratories of the General Electric Co., and superior to G-E No. 880 red protective paint for motors, oil tanks, fire hydrants. Glyptal lacquers are made in colors, withstand high temperatures and are highly resistant to acids, alkalies and the weather. It is marketed by the merchandise department of the company at Bridgeport, Conn.

MOLINE, ILL.—Rumors have been circulated that the Barnard & Leas Mfg. Co. is go-

ing out of the flour and cereal milling machinery business. For the benefit of our friends, customers and prospective customers, we make the statement that we are entering the flour and cereal milling machinery manufacture on a larger scale of production than ever before. For the past sixty days our plant has been operating day and night exclusively on mill work.—W. S. Brashear, Sales Manager.

MINNEAPOLIS, MINN.—Carter-Mayhew Mfg. Co. has ready for distribution its latest contribution to the cause of better grain cleaning, in the form of an eight page booklet. This booklet should prove of great interest to grain elevators and mills as it gives some very definite information with regard to separations of foreign seeds from cereal grains discussing the subject of cleaning particularly from the angle of length separation. It makes clear to anyone who will read the copy, how easily separations can be made on the basis of length. Readers of the Journal who are interested in this booklet can secure a copy by writing the company requesting Booklet Z25.

MILWAUKEE, WIS.—Thirty-five large manufacturers and distributors of tractors, farm implements and industrial equipment have formed the United Tractor & Equipment Corp. The new corporation has assets in excess of \$125,000,000. M. W. Anderson, president of the new corporation, in making the announcement of the new organization, stated: "The strength of the plan which gives better goods at lower prices by tremendous buying power, or manufacturing resources, or both, is strikingly exemplified in the full line of agricultural devices and industrial equipment which the United will make." Among others this group includes the Allis-Chalmers Mfg. Co.

A carload of wheat of 163,100 lbs. is among the weight records of the Chicago Board of Trade. Other weight records of single cars received in Chicago are: corn, 148,040 lbs.; rye, 142,890 lbs.; barley, 127,700 lbs., and oats, 129,090 lbs.

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## HESS DRIER COMPANY OF CANADA, LTD.

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Drier and Cooler

Crowell Elevator Company

I. C. Railway Elevator, Omaha, Nebr.



## Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**WAREHOUSEMEN.**—In action for warehouseman's failure to redeliver wheat, defense that part of wheat still remained in warehouse subject to plaintiff's order held immaterial, in view of warehouseman's absolute liability to deliver on demand and return of receipts properly indorsed, under Rem. Comp. Stat. § 7001, where defendant had plainly indicated it would not accept responsibility of making delivery.—*Warwick v. Palmerton-Moore Grain Co.* Supreme Court of Washington. 277 Pac. 393.

**MORTGAGE ON CROP TO BE GROWN.**—It is a well-settled principle that an agreement to give a mortgage for a valuable consideration upon a crop to be grown the following year is regarded in equity as the creation of the mortgage itself, even though the crop be not in esse at the time of said agreement. And in such case its lien will be given precedence over a mortgage taken by a party who has notice of the rights of the equitable mortgagee.—*Kelly v. Kannarr.* Supreme Court of Nebraska. 225 N. W. 230.

**CARRIER'S LIABILITY LIMITED AT NON-AGENCY STATION.**—Bill of lading providing that property taken from station at which there is no regularly appointed freight agent shall be entirely at risk of owner, except in case of carrier's negligence, until cars are attached to locomotive, is valid since not attempting to exempt railroad from consequences of own negligence, and was not unreasonable since shipper was better able to protect property at siding than railroad agent several miles away.—*Ashton v. C. & N-W. Ry. Co.* Supreme Court of Wisconsin. 225 N. W. 328.

**FLOUR SALES CONTRACT VALID.**—Provision for liquidated damages for buyer's breach of contract for sale of flour, based upon the raw material from which the flour was to be made, with small additional charges to cover storage, insurance, and interest, held not invalid, where it did not appear that measure agreed to would give more than compensatory damages or include any element not allowed by law, or that any greater sum would be recovered than if the statutory measure was used.—*International Milling Co. v. Reiersen.* Supreme Court of South Dakota. 225 N. W. 218.

**BOYCOTT OF CO-OPERATIVE ASS'N NOT ENFORCEABLE.**—Market agencies, dealing in purchase and sale of live stock in proceeding under 7 USCA § 217, held not entitled to an injunction against carrying out of order of Secretary of Agriculture requiring them to discontinue a boycott by which they refused dealings with a co-operative association organized to deal in live stock and forbidden to handle products of non-members except for storage as against claim that association would confine its business to the illegal sale of products of non-members, where record contained no evidence that live stock handled by association was or was not live stock of its mem-

bers.—*United States v. American Live Stock Commission Co.* Supreme Court of the United States. 49 Sup. Ct. Rep. 425.

### Redetermination of Protein Before Unloading.

Kimbell Milling Co., Ft. Worth, Tex., plaintiff, v. Noble Grain Co., Plainview, Tex., defendant, before arbitration com'te of the Texas Grain Dealers Ass'n, composed of O. N. Hughston, E. C. Dowman and L. J. Halbert.

The grain was bought thru E. C. Rogers Grain Co., acting as brokers, on a basis of \$1.31 per bu. for No. 1 hard wheat, 14% or better protein, with 1½¢ per quarter per cent protein test above 14% and that the basis of grades was Ft. Worth official to govern.

The Noble Grain Co. maintained that since invoice covering shipment indicated a higher protein content than reflected by Ft. Worth inspection, it was the duty of the Kimbell Milling Co. to notify the Noble Grain Co. of the deficiency before unloading.

The Kimbell Milling Co. maintained that since the wheat was purchased on Ft. Worth inspection it was assumed that the protein content shown on invoice was purely an estimate.

Evidence brought out the fact that this shipment was graded for account of the Noble Grain Co. at Plainview, and while the protein content was not as great as invoiced, the Plainview inspection showed a higher protein content than Ft. Worth inspection. The Kimbell Milling Co. was not informed that the wheat had been graded prior to arrival at Ft. Worth, and since contract specified Ft. Worth official grades and protein to govern and since they had no reason to question the accuracy of Ft. Worth inspection, shipment was accepted and unloaded in keeping with Ft. Worth inspection.

W. L. Newsom, chairman of the Arbitration Com'te, being disqualified on account of his affiliation with the Kimbell Milling Co., Mr. L. J. Halbert was elected to serve on the com'te, and the com'te unanimously finds for the Kimbell Milling Co., \$99.17, and assesses the arbitration fee against the Noble Grain Co., and instructs the Noble Grain Co. to pay immediately to the sec'y the amount of \$99.17 and the sec'y is instructed to return the arbitration fee to the plaintiff.

The hearing in this case brought out the fact that the proper marketing of protein wheat is in its infancy, and for the benefit of the country shippers the com'te suggests in the future that if it is possible to ascertain the correct protein content of the shipment, or an estimate that is at least approximately correct, that the buyer be placed on notice at the time of shipment, that should the protein content, as reflected by the inspection, be less than a certain percentage, the amount to be designated, that it will be the duty of the buyer to place the seller on notice of grades and protein prior to unloading, so the grading might be appealed if desired on the part of the shipper.

### APPEAL COM'ITE APPROVAL.

By W. H. Killingsworth, Chairman.

The decision of the arbitration com'te in the above case is hereby affirmed.

Referring to the defendant's contention that, under Trade Rule No. 27, a re-inspection or a re-determination of protein should have been secured before the grain was unloaded, it is our opinion that this trade rule was enacted to apply to grain sold on numerical grade. If the principles of this trade rule were applied to protein content, we would have to rule that 14% protein was the contract basis, and that a difference of .25% would constitute a difference of one grade. On this basis, if the Fort Worth grade on the car in question had shown less than 14% protein, it would have been the duty of the receiver, if Rule No. 27 should apply to protein, to have another test made before unloading wheat of protein content 13.75% and up to 14%.

The cost of arbitration is assessed against the Noble Grain Co. and H. B. Dorsey, Sec'y, is hereby ordered to promptly pay the amount of this award, \$99.17, to the Kimbell Milling Co.

### Soaked Beans Burst Elevator.

Soy beans, soaked when water was poured on them to extinguish a fire in the Funk soy bean elevator at Bloomington, Ill., expanded and burst the bins, destroying the retaining

structures which were not touched by the blaze. Forty-five thousand bushels of the beans split the bins and poured out on the ground. The beans had increased their moisture content of from 14 to 16% to from 40 to 50%. Of the 34 carloads sent to driers at Peoria there was about eight carloads of water.

### Insurance Notes.

**LIGHTNING PROTECTION** and standards of installation are outlined in Miscellaneous Publication No. 92 of the bureau of standards of the Department of Commerce.

**DES MOINES, IA.**—Jay A. King, pres. of the Western Grain Dealers Mutual Fire Insurance Co. and the Western States Fire Insurance Co., an allied organization, was honored on his eighty-fourth birthday by a banquet here. Thirty employes and field men were present. Mr. King organized the mutual firm 22 years ago. The Western States is a stock company organized recently.

### The Open Flame.

Open flames, despite the many horrible examples in the past, still cause a portion of elevator and mill fires.

A loss of \$9,746.22 was caused at the plant of A. W. Breitenstein, Stockton, Wis., following an explosion while Mr. Breitenstein's son was carrying a can with 2 gallons of gasoline in it with one hand and a lighted kerosene lantern in the other. The youth's clothes caught fire and he was thrown to the ground by the blast. After extinguishing the fire in his clothes he noticed the side of an implement warehouse had been ignited as the explosion threw the burning gasoline on the building. The Stevens Point fire department saved the elevator and another brick warehouse.

A blow torch started a fire at the plant of the West Cairo Farmers Elevator Co., but prompt use of fire extinguishers prevented serious loss.

### Fires Starting from Heating Plant.

Warm days which give the heating plant a rest should find the busy manager giving enough time to inspect the heating apparatus and see that any safety work required is done.

A defective chimney, something wrong with the stove or furnace or some improper condition around either are among the things that cause fire losses to the grain trade. Any contemplated change in the fuel system should take into account the safety factor of such new fuel in equipment used for other fuel. Controls to prevent overheating are another factor.

A loss of \$36,425 occurred at Mt. Morris, N. Y., when fire destroyed the plant of the Golbraith Milling Co. Explosion of a hot air furnace is blamed. Soft coal was being used at the time but hard coal had been used in previous seasons.

The plant of T. J. Smith & Sons, Riparius, N. Y., was destroyed with a loss in excess of \$25,000 when an overheated furnace pipe set fire to a wooden partition. Previously hard coal had been used as fuel and the furnace was burning soft coal when the fire started.

## FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

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Carbondale, Penn.

### Grain Claims Bureau, Inc.

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Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.



# Feedstuffs

**DALLAS, TEX.**—The new feed plant of the Perry Burrus Elevators is nearing completion and J. C. Mitchell has been named mgr. and feed distributor.

**BUFFALO, N. Y.**—Lloyd E. Greer has been appointed traffic manager of the Pratt Food Co. here. He formerly was with the Tioga Empire Feed Mill, Waverly, N. Y.

**JAMESTOWN, N. Y.**—The Jamestown Electric Mills, purchased by the Bank of Jamestown, the creditor, at an auction reported in the Journal, will be reopened as a feed mill.

**OKLAHOMA CITY, OKLA.**—Merger of the Eddie Mills Co. and the Belt Mill Co. into the Superior Feed Mills Co. has been reported. Improvements costing \$50,000 are reported.—P. J. P.

**WHITEWATER, KAN.**—A 400 bbl. corn meal plant, housed in the new four story addition to the flour mill, has been put in operation here by the Whitewater Flour Milling Co.

**MINERAL SUPPLEMENTS** as separate and free choice feeds did not attract dairy cows at the University of Illinois Agricultural Experiment Station, the station Bulletin No. 316 reports.

**PHILADELPHIA, PA.**—Only 1,145 horses crossed the Delaware River bridge to Camden, N. J., out of a record count of 9,725,470 vehicles in 1928. In 1927 horse drawn vehicles totaled 5,169 out of a total of 8,539,201.

**MANKATO, MINN.**—A feed business started as an experiment last winter in an unused portion of their flour plant has been so successful that the Hubbard Milling Co. will erect a separate plant for it.

**YAKIMA, WASH.**—An alfalfa mill with a capacity of 3,000 tons a year will be built in the Yakima Valley by the Washington Co-operative Egg & Poultry Ass'n to supply meal for poultry feed to its members.

**FARGO, N. D.**—Construction work has started on an elevator, feed mill and warehouse for the Interstate Seed & Grain Co. The plant will cost \$20,000. The elevator will be 28'x32'; the warehouse 76'x28' and the mill 32'x16'. The company will concentrate on feeds.

**INCREASED EGG PRODUCTION** per hen as a result of a greater abundance and cheaper prices of feed are reported by the U. S. Dept. of Agriculture. Altho the number of hens reported on the first days of the months January to June has shown a decrease of about 5% as compared with a year ago, egg production is only 2% less.

**LAMAR, COL.**—The Ralston Purina Co. has acquired a substantial stock holding of the Denver Alfalfa Milling & Products Co. but the change will in no way affect the management of the latter company, its president, Floyd M. Wilson, has announced. Products of the Denver company will continue to be sold direct to the trade and the Purina firm will continue to fill its alfalfa meal requirements by market purchases of baled hay. The Denver company in its 21 years of existence has developed a chain of mills.

**KENTON, PA.**—Samuel Weigel, operator of a flour and feed business at Middletown, Pa. is erecting a large feed plant, warehouse and elevator here. The plant will be 40 by 140 ft. and the mill proper will be four stories with basement and the warehouse two stories. The elevator will have a capacity of 25,000 bus.

**BEARDSTOWN, ILL.**—The Schultz, Baujan Co. has let contracts for an addition to its mill for the manufacture of chicken and dairy feeds. The Macdonald Engineering Co. and the Wessel & Sons Co. have the contracts. The plant will be equipped to handle 300 tons of feed in 24 hours.

**ST. LOUIS, MO.**—W. H. Danforth, pres. of the Ralston Purina Co., has provided a fund of \$14,040 for scholarships and fellowships thru the American Youth Foundation here. The Danforth Foundation will administer the funds. Junior agricultural students and agricultural leaders will benefit. School and extension workers will select the candidates.

**EVANSVILLE, IND.**—Corn and grain mills in this section report that the demand for poultry feed has been exceptionally strong this season. More farmers are raising poultry than formerly and find a good profit in this line of business. Tankage is in good demand. Dairy feeds have dropped some in price during the past month, altho a great deal is still being moved.—C.

**CHATTANOOGA, TENN.**—The Buckeye Cotton Oil Co., subsidiary of Proctor & Gamble, has acquired the Chattanooga Oil Co. and will erect a new plant here and improve the old one, the expenditure to total a million. A mixed feed manufacturing plant to operate with the cottonseed plant will be built. The company will be one of the largest manufacturers of its kind. Merger Reynolds is pres. of the Buckeye Co.

**CONVERSION OF DRY** roughage into succulent feed thru the Sugar Jack process of treating the roughage with a converter of dissolved chemicals is not economically practical, the Canadian Dept. of Agriculture reports in Bulletin No. 96. The roughage, treated with digestive chemicals, contained more nutritive elements than corn ensilage but was not as effective as that product.

**TOLEDO, O.**—The empty plant formerly used by Kasco Mills, Inc., burned June 5. The warehouse and frame building that formerly housed the feed machinery were destroyed while the brick and concrete elevator was badly damaged. The plant, located in East Toledo and owned by A. M. Donovan, coal man, has been for sale or lease since the Kasco firm moved to a new plant. The loss was set at \$18,000. A careless vagrant is blamed. The fire in no way affects the business of the Kasco Mills.

**Proposed merger of Fleishmann Co., Royal Baking Powder Co. and the E. W. Gillett Co., Ltd., of Canada,** which will mean a 400-million-dollar food combine, probably will be investigated by the U. S. Dept. of Justice as a result of protests against the proposal.

## STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

### SHIPPERS OF

## RED DURUM

Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

## ARCHER-DANIELS-MIDLAND CO.

Grain Department  
MINNEAPOLIS, MINN.  
Elevator Capacity, 2,500,000 Bushels

## FAIRMONT'S

## Pure Flake Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

## "Feeds and Feeding"

ILLUSTRATED  
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

**Grain Dealers Journal**  
309 S. La Salle St., Chicago, Ill.

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BURLAP BAGS COTTON

NEW or SECOND-HAND NEW ORLEANS

MENTE & CO. INC. BAGS

I. T. RHEA  
Pres.

SAVANNAH  
DALLAS



## Memphis Stabilizing Cottonseed Meal Prices.

From a paper by Chas. P. Reid prepared for the American Feed Manufacturers at French Lick, Ind.

Cake, when ground, is cottonseed meal. The current production of cottonseed meal is approximately 2,225,000 tons annually.

Cottonseed vary widely in both oil and protein content, due to climatic conditions, soil fertility and moisture. Seed taken from the average growth in each the Southeast, the Mississippi Valley and from Texas, and run thru the same mill without mechanical changes, would produce meal of about 36% protein from the Southeastern seed, 41% from the Central Belt and 43% from Texas. Do not conclude, however, that all seed from these sections are of uniform content. Neither is the production the same in any section for any two consecutive seasons. For this reason there has always been a wide variation and a lack of uniformity in the protein content of cottonseed meal. Modern milling has done much to overcome this but, basically, this variation is natural and not artificial, as it is often thought to be.

The cottonseed crushing industry is yet in its earlier stage of development. Within my recollection, covering a period of less than forty years' observation, cottonseed in the raw state were used as both a feed and fertilizer.

I have bought cottonseed at prices ranging from \$6 to \$100 per ton. Cottonseed meal, in the same period, has ranged from \$10 to \$80 per ton.

**Wide Fluctuations.**—In the past five years cottonseed has ranged from \$16 to \$60 per ton, and cottonseed meal at Memphis from \$22.50 to \$62.50 per ton.

In the crushing of cottonseed, oil and cottonseed meal are the major products. On the Produce Exchange in New York and on the Cotton Exchange in New Orleans there are future contract markets for cottonseed oil. Previously there has been no futures market for cottonseed meal. Take the season of 1926-27; in October cottonseed meal sold at \$22.50 per ton, f. o. b. Memphis, and oil sold at 8½¢. Toward the latter part of this season cottonseed meal sold at \$37.50 and at the same time oil was selling at 8¼¢. Now take the low point of 1927-28 season when cottonseed meal sold at \$32.50 per ton, oil was selling at 8¼¢ per pound and when cottonseed meal had advanced to \$62.50 per ton, oil was quoted at 9¢ per pound. The price range of oil for that season showing a low of 7½¢ and a high of 10½¢.

**Stabilizing Effect of Future Trading.**—Now we come to the current season, 1928-29. On September 18 cottonseed meal sold at \$36 and oil at 8½¢. On Jan. 18 meal sold at \$46 per ton and oil at 8¼¢. On June 1, 1929, cottonseed meal sold at \$32 per ton and oil at 8¢.

The foregoing comparison should show conclusively the stabilizing effect of a futures market wherein all factors, including the speculative public, have an opportunity of expressing their reactions and opinions of the prices quoted. The grower of cottonseed, the manufacturer of cottonseed products, the merchants, cattle feeders, feed mixers, exporters and the fertilizer people, all will be permitted to express their ideas of value of both cottonseed and cottonseed meal in the future.

The Memphis Merchants Exchange was organized in 1881 and had behind it the prestige that comes only with years of proven character. The need of something to prevent the wide fluctuations in both cottonseed and cottonseed meal values had long been recognized. In the spring of 1928 President C. E. Coe of the Memphis Merchants Exchange appointed a committee of five, of which I was one, to investigate and recommend to the board of directors as to the feasibility of establishing a futures market for cottonseed and cottonseed products. The committee met only with discouragement from the oil milling industry, where they had hoped

for assistance and co-operation. However, much encouragement was given by governmental agencies, bankers, cotton growers and merchants, feed mixers and fertilizer manufacturers.

Actual trading was begun on January 15, 1929, with twenty-five members of the Clearing Ass'n. In January 19,000 tons were traded in. The month of February showed an increase to 34,000 tons, March 52,600 tons, April 78,000 tons and in May the business had grown to 123,900 tons, all computed on a basis of closed trades or double those figures if you choose to compute it on a basis of tons bought and tons sold. It is confidently expected that in the calendar year of 1929, the total volume of business will exceed the annual production of cottonseed meal.

The Memphis Merchants Exchange futures contract on cottonseed meal offers certain advantages to the buyer, in that the meal must run fully 41% or an allowance for deficiency is made for all or any deficiency. Under trade custom and under Interstate Cottonseed Crushers' rules, a tolerance of one-half of one per cent of protein is permitted where no claim can be filed. When meal is tendered, the certificate of analysis must also be accompanied by certificate of sampling and grade. Standards of quality have been established which insure, before payment is made, the delivery of strictly prime meal or the proper allowance for any inferiority as to either color, texture or odor.

This futures market is being quoted by many of the wirehouses. It is broadcast daily by the Federal Marketing Service over "W. M. C." The Western Union is furnishing CND service to many individuals and exchanges. The news-gathering agencies are furnishing this market to the daily papers who are interested in publishing it. The New York Produce Exchange has applied for fifteen minute service. Reuters, the big European news-gathering organization has applied to the Merchants Exchange for ways and means of securing quotations for their subscribers in foreign countries. The Exchange, thru extensive advertising in daily papers and trade journals, is placing before the public the advantages of the Exchange and it will shortly be known, not only nationally, but internationally. In addition, the Exchange has employed travelers to visit the bankers, ginners, merchants and oil mills of the South to explain the uses of the Exchange as applies to their cottonseed business.

### New Seed Trademarks.

ARNOLD OTTO MEYER, Hamburg, Germany, filed trademark Serial No. 278,331, picture of face topped by pyramid to describe stock and poultry food.

SCHULER-O'CONNELL GRAIN CO., Stockton, Cal., filed trademark serial No. 267,513, black triangle pointing down under the word "Delta" to describe feed wheat and barley.

### Adulterations and Misbrandings.

The A. W. Scott Co., San Francisco, Cal., appeared as claimant for 50 bags of alfalfa meal seized at Baltimore, Md., alleged by the government to be misbranded on the charge that the label reading in part "Guaranteed Analysis Protein 20% Min., Fibre 18%" was not true. The firm posted bond to relabel before sale and recovered the feed listed as poultry greens.

### Duty on Burlap Objectionable.

Opposition to a determined effort to increase the existing duty of 1c a lb. on burlap and 1c a lb. and 10% ad valorem on the burlap bags to 10c a lb. has been expressed by the feed industry. Enactment of the proposed duty would increase the price of jute sacks an equivalent of \$60 to \$80 per thousand.

Sydney Anderson, president of the Millers' National Federation, in a bulletin issued in opposition to the increase, holds an effort to force the use of cotton sacks to be the purpose. Cotton and cloth sacks have been on a price parity for a long time and efforts to increase the use of cotton sacks have failed. Mr. Anderson holds that the new duty would result in increased prices for both jute and cotton sacks which would have to be passed along to the farmer.

It is suggested that millers and feed manufacturers write their congressmen and the following members of the subcommittee of the senate finance committee: Frank L. Greene, Frederic M. Sackett and Hiram Bingham. They should be addressed, care the United States Senate, Washington, D. C.

## CHICK - FEEDS

Starting and Growing Mashers  
Emery Thierwechter Co.  
Oak Harbor, Ohio

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
GROUND FEEDS

Straight Oats Mixed Oats  
Operating HIAWATHA MILL

## FEED and GRAIN SAMPLES ANALYZED by EXPERTS

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RUNYON TESTING LABORATORIES  
453 S. Clark St. Chicago, Ill.

# Carey-ized

# SALT

is

## Better Salt

—a kind for  
every purpose



Our national advertising makes it easier to sell Carey-ized Salt.

### Exports of Feeds.

Exports of feeds of domestic origin for April, in tons, compared with April, 1928, and the four months ending with April, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	1929	1928	4 mos. ending in April	1929	1928
Hay .....	984	1,332	5,124	6,794	
Cottonseed cake	4,451	6,112	62,363	72,560	
Linseed cake..	31,780	16,518	103,551	82,012	
Other oil cake	3,238	649	9,127	4,411	
Cottonseed meal	1,599	1,236	19,433	18,211	
Linseed meal	384	706	3,511	2,883	
Other oil cake meal	74	12	867	475	
Kaffir and milo (bu.)	167,830	58,953	2,103,445	800,722	
Mixed dairy feed	212	.....	752	.....	
Mixed poultry feed	477	.....	1,384	.....	
Other mixed feed	1,066	2,908	6,128	9,733	
Other feeds, including screenings	1,975	3,341	14,803	13,866	

## The Carey Salt Co.

Hutchinson, Kansas

Omaha, Neb. St. Louis, Mo.

Kansas City, Mo.



## Sold Linseed Oil for Cod Liver Oil.

Poultrymen who had been buying cod liver oil of J. W. Lindmark, retail druggist, in bottles and packages, requested him to procure it in bulk, and thru a traveling salesman Lindmark ordered "a good grade of cod liver oil for poultry" of the Minneapolis Drug Co., a wholesale druggist.

A barrel of raw linseed oil was shipped to him at Moose Lake, Minn., invoiced as cod liver oil and designated on the freight bill as cod liver oil. Lindmark's drayman unloaded it in the basement of his store, bung end up and with the end labeled linseed oil on the bottom.

Lindmark siphoned oil from it for Levi E. Ellis and others, poultrymen, who used it in a mesh feed. When they questioned that it was cold liver oil he assured them that it was. The poultrymen found a decreased production of eggs, impaired hatchability, loss of poultry and to some extent loss of profits. They brought suit for \$3,300, and were given judgment for \$1,412.30.

The Supreme Court of Minnesota in a decision given May 10, 1929, said:

"We have no difficulty in sustaining the finding of the jury that the drug company was negligent in sending raw linseed oil instead of the cod liver oil ordered.

The evidence sustains a finding that Lindmark was negligent. He was a pharmacist of many years' experience. He siphoned the oil from the barrel. He had the opportunity of knowing from the sense of taste and smell and sight the character of the substance. He had dealt in cod liver oil and linseed oil before. When his attention was called to the character of the oil by the plaintiffs, he assured them that it was good cod liver oil. There is no reason for questioning the jury's finding of the negligence of Lindmark.

The plaintiffs cannot be charged as a matter of law with contributory negligence in using the linseed oil. There was no negligence in their taking it from the store. They took it in a container which had been used before for cod liver oil. They became suspicious. They went to Lindmark and queried him about it, and were assured that the oil was genuine cod liver

oil of excellent quality. He was supposedly skilled as a pharmacist. They were not much experienced. They had dealt with him before. Naturally enough they would rely upon him. It was for the jury to say whether they were contributorily negligent.

Plaintiffs had a flock of more than 1,000 breeders and 65 cockerels. They had spent several years in developing and improving their flock. They sold baby chicks. They did a large business and sold at good prices. Their business had been established for several years. One cannot escape the conclusion, in going over the evidence, that they sustained severe loss in their flock, and in the production and in the hatchability of the eggs. There was enough to justify a recovery of some amount for loss of profits, though this item is the most uncertain of all. Under our decisions it cannot be said that the damages were so conjectural or speculative or remote that no recovery can be had.—225 N. W. Rep. 395.

## Memphis Cottonseed Meal Market.

Memphis, Tenn., June 22.—Steady cotton, oil and grains contributed to the strength in cottonseed early in the week and while sellers predominated in the new crop months at \$39 or above, buying interest was felt on dips below this figure until Saturday's further break in cotton and oil which encouraged sellers and resulted in the low sales of the week at \$38 for October.

Seed at present prices for products will gross better than \$48 and while it is probable that present new crop prices are considerably above general opening prices on new crop seed, it is doubted that any large quantity of cottonseed will be received at Memphis mills below \$40 against present products values and actual milling cost.

Cottonseed meal opened slightly lower on Monday but the upward trend continued thru the 2nd call on Friday new crop months selling up to \$36.50, while July sold as high as \$35.50. New crop values sold down to \$35.75, while the old crop months held at a discount under this. Sellers are intimidated in the face of very strong grain markets even while it is admitted that the new crop is progressing satisfactorily on a very large acreage and while the carry-over in this section will not be large, it is apparent that the total in the Belt will be above normal and around three times the tonnage of last year.

Total sales for the week were 23,100 tons.

## Millfeed Futures Active.

Trading in millfeed futures, recently inaugurated on the St. Louis Merchants' Exchange, has exceeded the hopes of the sponsors both in volume and territories participating.

Trades are averaging well over 3,000 tons daily and reached as much as 5,200 on June 13. Prices have moved in a fairly narrow range with the tendency toward bullishness. One factor is that traders can buy in the option market for deferred shipment while mills have practically withdrawn such offerings just at this time.

Wire houses report a keen interest and many calls for quotations.

## Oyster Shell for Poultry.

Nature's production and man's processing of oyster shell for calcium carbonate for poultry dovetail from the building of the reefs to the finished product.

Reefs supplying America were built along the Gulf coast by alternate tidal changes of fresh and salt water, the fresh water killing the young oysters. These tidal changes also have washed the reefs of organic matter, making easier the washing of the shell before it is crushed and piled in the sun. Kiln drying at temperatures high enough to kill organic life make the product ready for market.

The percentage of calcium carbonate and its digestibility are the tests of oyster shell. The tiny little holes in the shell aid digestion by exposing a larger surface to stomach juices. Calcium carbonate is essential to the hen in making the egg shell and is needed in the feed for large egg production and health of the hen as she will rob her bones and feathers to produce eggs.

The shell is assimilated in digestion in from 8 to 12 hours.

Shell free from organic matter does not attract rodents.

## 2c Worth of Power to Grind a CWT. of Feed

That's what Carey Farmers Co-Op. Co., Carey, Ohio, are accomplishing with

The Monarch Ball Bearing Attrition Mill with Pneumatic Collector.

Here is their own record:

"We installed a 24-inch Monarch Mill with Pneumatic Collector, July, 1928, and are giving you our records as follows:

Ground in August	127 ton	Power bill	\$48.50
" " "	102 " "	" "	44.80
" " "	94 " "	" "	32.50

We are very much pleased with this record and the service this machine is giving us. We have taken special notice that if feed is a little off in odor, it is purified and cool after going through this blower. Our power rates are as follows:

First 50 K. W. H.	8.5c	K. W. H.	Next 150 K. W. H.	6c	K. W. H.
Next 100 K. W. H.	7.75c	K. W. H.	Next 400 K. W. H.	4.75c	K. W. H.
			Next 1000 K. W. H.	4c	K. W. H.

Our H. P. is 45 and 50c, making a minimum charge of \$22.50"

To make maximum feed grinding profits install the proved Monarch. Drop a request in the mail today for latest Catalog I D.

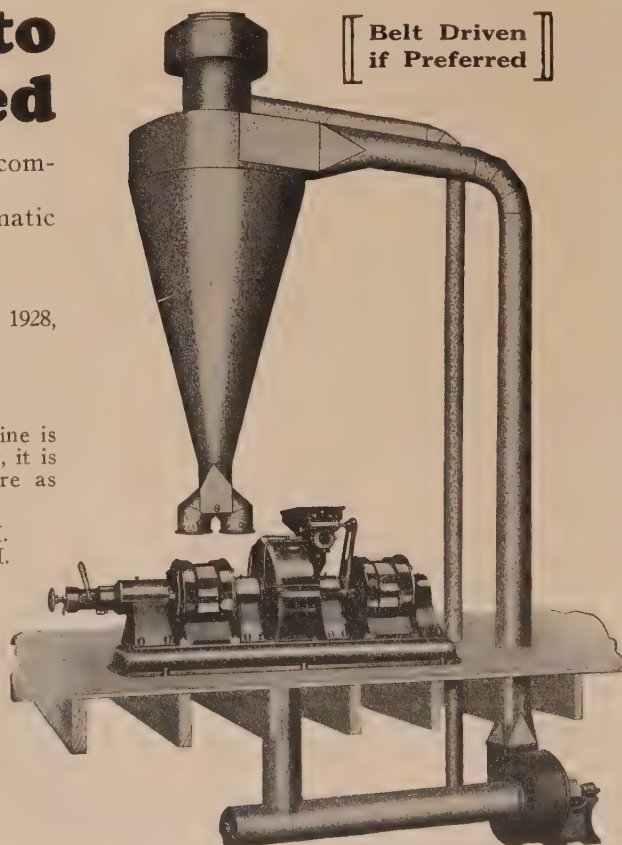
## SPROUT, WALDRON & Co.

1202 Sherman St., Muncy, Pa.

Chicago Office: 9 So. Clinton St.

Kansas City Office: 612 New Eng. Bldg.

Flour and Feedmill Equipment for Every Requirement



Belt Driven if Preferred



## Feed Grinder

VANDALIA, O.—The Country Feed Mills are installing a Sidney Corn Sheller.

SILVERTON, TEX.—The Silvertown Milling Co. has enlarged its plant and added a sweet mill.

ST. LOUIS, MO.—The general offices of the Cereal Byproducts Co. have been moved to Chicago.

BERLIN, OKLA.—The new feed mill built by E. L. Williams at a cost of \$2,000 began operation June 12.

CLEWISTON, FLA.—W. S. Harvel Co. has installed a feed and grist mill in the building of W. S. Harvel Seed Co.—P. J. P.

ELDRIDGE, IA.—The Farmers Elevator Co. is considering the erection of a plant and the installation of machinery to do custom grinding.

LUBBOCK, TEX.—The Ideal Milling Co., capitalized for \$12,000, has been incorporated by W. K. Dickinson, Sr., W. Fort, and B. C. Dickinson.

FREEVILLE, N. Y.—The feed mill here owned by M. C. Mesurvey of Dryden burned June 7 with a loss of \$50,000. The plant was erected eight years ago.

ROCK CREEK, MINN.—J. R. Beggs has purchased the mill and feed stock of Ansel Glader and plans to enlarge the service. Mr. Glader will remain as mgr.

GEARY, OKLA.—We intend to install a hammer mill this fall and perhaps a batch mixer. We just completed putting in a self-raising flour mixer.—E. R. Lehman, Geary Mill & Elvtr. Co.

WOODSTOCK, ILL.—The new Woodstock mill, built to replace one destroyed by fire last winter, started operations June 12 with equipment for the manufacture of both flour and feed. R. O. Andrew is the mgr. The plant also has ice making equipment.

CARMEL, IND.—The C. Y. Foster & Son Co. has become the Foster-Kendall Co. and has acquired the local elevator which will be equipped for the manufacture of poultry and dairy feeds. The new firm will conduct the seed business of the old as well as increase the feed capacity of the elevator.

Enormous wheat production in Saskatchewan is reflected in increases in farm machinery sales which will exceed the \$50,000,000 total of 1928.

### Minerals in Feeds.

By L. J. EWERT

In the process of life, sulphuric acid, phosphoric acid, many amino acids and uric acid are constantly formed; unless your ration contains the mineral salts to neutralize these acids the resistance of the body will be quickly lowered and will soon reach a state of lessened resistance or acidosis.

Another very important reason why the mineral salts should be in the ration fed to cows, poultry and hogs is that the body contains some sixteen chemical elements. A large part of it is oxygen and all the others must be secured from the food. It has been proved that there is an interdependence of these elements between each other that if any single constituent food element is deficient, than the body can absorb and use less of all the rest of the feed taken at that time. All the remainder is wasted.

For instance, if only half the necessary amount of potassium is present in the feed then no matter how much carbon or calcium or nitrogen there may be in the feed, the body will absorb less of those other elements at that time than it would have been able to if the full amount of potassium had been present.

### Farmer to Get Machinery at Lower Cost.

Thirty-two large independent makers and distributors of tractors, farm implements and industrial equipment in North America with combined assets of more than \$125,000,000 have joined in organizing the United Tractor & Equipment Corporation.

The United Corporation was made possible, it is declared, thru Henry Ford's being compelled to give up the American tractor field when multiplying production problems brought the dismantling of his own tractor plant to gain needed space for making new car models.

J. M. Anderson, himself an engineer, and now pres. of the United Corporation, left his distribution business in San Francisco when Fordsons no longer could be had, engaged engineers to design a tractor to fit into the manufacturing and selling organizations that had been credited with producing 90 per cent of the Fordson business, and subjected the new machine to the criticism of the concerns that were to make equipment for use with it. The design was approved by the tractor division of the Allis-Chalmers Mfg. Co.

The Agricultural Bond & Credit Corporation of Chicago, the only financing house dealing exclusively in tractor and equipment paper, is a member of the United Corporation, which puts it in a position to be particularly qualified to be of real aid to dealers and users. The financing plan enables the dealer to convert all time sales into cash sales with no cost and no liability, and the cost to the buyer is lower than any other offered.

The United Tractor, made by a member, the Allis-Chalmers Manufacturing Co., Milwaukee, is the lowest-priced ever offered, per pounds of drawbar pull or per horsepower. This is in spite of the fact that all accessories are included in the one price, \$895.

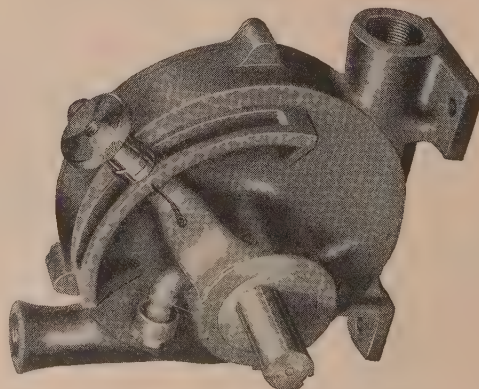
### New Device Regulates Molasses Flow.

The new S-S Regulator used in molasses feed manufacturing, maintains a steady, constant flow of molasses of the desired quantity. It functions uniformly under all conditions and is not affected by varying pressures in the mixer, nor by changes in viscosity of the molasses as long as it is in a flowing condition.

The Strong-Scott Molasses Regulator is used in conjunction with the Draver Feeder. When any change is made in the speed of the Draver Feeder, the flow of molasses changes in direct ratio.

This regulator is the result of many months of experimenting and eliminates the use of registering meters, valves, pumps and pressure gauges, with which equipment it has never been possible to regulate accurately the flow of molasses.

Those interested in securing further information in regard to this molasses regulator, can do so by writing to the Strong-Scott Mfg. Co., who will be glad to answer all questions and supply descriptive literature.



The S-S Molasses Regulator.

Investigation of the decline of wheat prices by the Sec'y of Agriculture is authorized in a bill (H. J. Res. 90) introduced in the House by Representative Parker, Salem, N. Y.

## J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.

## Clean, White Louisiana SALT

99.84% Pure

Free from shale, moisture, organic matter, adulterants.

Best for Your Trade.

Will not cake or harden.

Costs no more.

Get samples for feed mixing.

Splendid profits for Dealers.

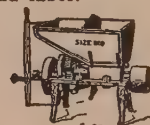
## Myles Salt Co., Ltd. New Orleans, La.

H. B. NAY  
Sales Representative

360 N. Michigan Ave., CHICAGO, ILL.

## BOWSHER Crush Feed Mills Grind Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. Bowsher Co., South Bend, Ind.

## What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Gluten, feed, meal
Alfalfa meal	Hammer mills
Blood, dried	Iodine
Bone meal	Iron oxide
Buttermilk, dried,	Linseed meal, cake
semi-solid	Meat meal, scrap
Calcium, carbonate,	Minerals
phosphate	Mineral mixtures
Cocunut oil meal,	Molasses,
Cod liver oil	Oyster shell, crushed
Charcoal	Peanut meal,
Commercial feeds	Phosphates, rock
Cottonseed meal,	Potassium, chlorid
cake	Iodide
Feed mixers	Salt
Feed concentrates	Screenings
Feeders for mills	Skim milk, dried
Fish meal	Soybean, meal
Formulas	Tankage
	Yeast for feeding

Information Bureau

GRAIN DEALERS JOURNAL  
309 S. La Salle St. Chicago, Ill.





Dings separator installed  
on a feed mill.

# Why take a chance says the Insurance Company ?

A Magnetic Separator will pay for itself and eliminate the possibility of serious elevator fires.

THE Michigan Millers Mutual Fire Insurance Company has repeatedly urged its policy holders to install magnetic separators and remove the dangerous tramp iron from their feed. Tramp iron kills cattle, causes fires and explosions and wrecks grinders. Pointing out the saving on grinder repairs where magnetic separators are used, this insurance company recently wrote to its policy holders—

"While you will all have to agree with us that it takes more power to grind feed with dull plates than with sharp plates, there has been some question in your minds, no doubt, as to whether the savings were as great as we claimed. You will, therefore, be interested in the enclosed copy of a letter received from one of our policyholders who keeps a very accurate check of his power cost. The saving of \$10.00 per month mentioned in this letter is based upon an average power bill of \$70.00 for grinding feed only, making a saving of better than 14%. At a conservative figure, the average feed mill can save \$100.00 per year on power, plates and repairs, if an electro-magnet separator is installed. This means that you would pay for your separator in less than two years, and at the same time you would eliminate the possibility of a serious fire caused by tramp iron.

"Why take a chance? Order a separator at once. Consult us for further information."

Let us send you full information about a Dings magnetic separator for your own plant.

## DINGS MAGNETIC SEPARATOR CO.

700 Smith Street

Milwaukee, Wisconsin

Established in 1899

NEW YORK CITY  
30 Church Street

CHICAGO  
332 S. La Salle St.

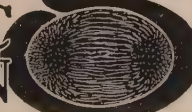
BOSTON  
304 Rice Building

SAN FRANCISCO  
273 Seventh Street

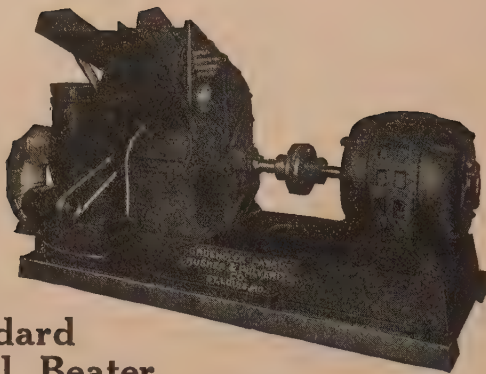
Branch offices in all principal cities.

GDJ6-25-Gray

**Dings**  
*High Intensity*  
**MAGNETIC  
SEPARATION**







**New  
Standard  
Whirl Beater  
Custom Hammer Mill**

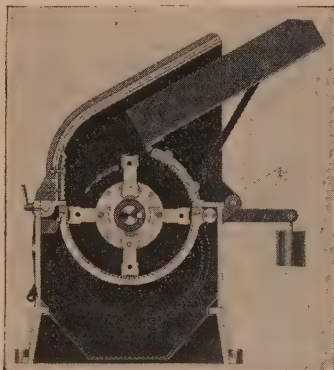
with built-in spout magnet and enclosed type generator, new patented quick-change screen arrangement and new saw toothed double ended hammers. A full fledged hammer mill with over 45 years of successful performance. Needs no introduction and has never failed to get the business for Gruendler users over that of any other known principle of grinding in custom mills, elevators and commercial feed mills throughout America and known as

## GRUENDLER

### America's Leading Hammer Mill

*A Mill Without a Competitor*

Do not be influenced by comparisons with old style Gruendler Mills, of which there are many thousands still in successful operation, as against present day methods and modern improvements that are the outstanding features of "GRUENDLER PROGRESS" today.



Gruendler Correct Principle

As pioneers of the Swing Hammer principle and as manufacturers of over 70 different types and sizes for various industries, the Gruendler is still at the top as the most profitable Grinder that money can buy regardless of cost.

#### GUARANTEE

Gruendler Standard Whirl Beater custom Grinder guaranteed to give the greatest capacity and the most uniform fineness power for power over that of any known principle and will install anywhere on thirty days' trial along side of any mill you are now operating and no strings attached.

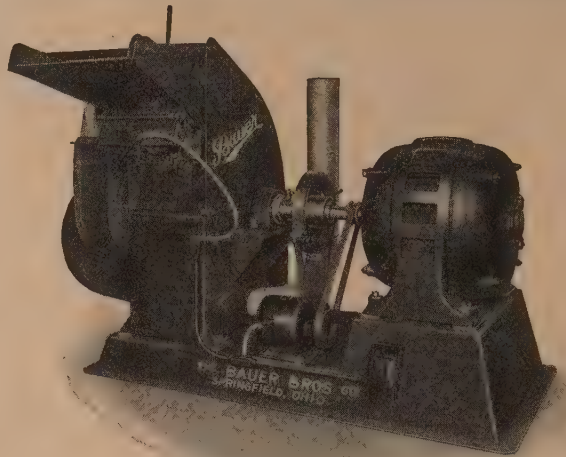
All sorts of claims are being made by Hammer Mills recently placed on the market, but anyone wishing to install mills for comparative tests, which are usually expensive to operator, will find Gruendler ready to meet the requirements.

Write for further particulars and let us explain fully in order that you may compare with your present equipment.

**GRUENDLER CRUSHER & PULVERIZER CO.**  
2915-17 North Market St. ST. LOUIS, MO.

*A Gruendler hammer mill for every grinding need in elevator, custom feed mills or commercial feed plants.*

### "BAUER HAMMER MILLS" ALL STEEL WELDED SEAMS



Magnetic Separator and Brake Built In, Dustless Cyclone-Collector, Double Bagger, Screens, Screen Extractor, etc. Complete in every detail.

### MOTOR, BELT or TEX-ROPE DRIVE

CATALOGUE NO. 108 DESCRIBES

"BAUER" ATTRITION MILLS AND HAMMER MILLS  
WRITE FOR IT

### THE BAUER BROS. CO.

MANUFACTURERS  
SPRINGFIELD

OHIO

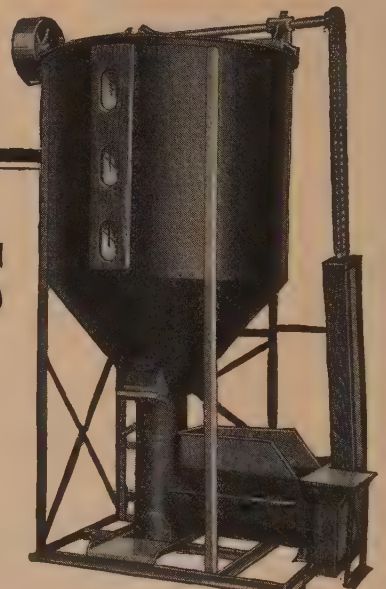
## The HAINES feed MIXER

THE MIX IS ALWAYS  
VISIBLE

A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No mill-wright labor required. Easily set up or moved.

Manufactured in two sizes:  
No. 1 Mixer capacity 50 cubic feet or 40 bushels.  
No. 3 Mixer capacity 100 cubic feet or 80 bushels.  
Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.

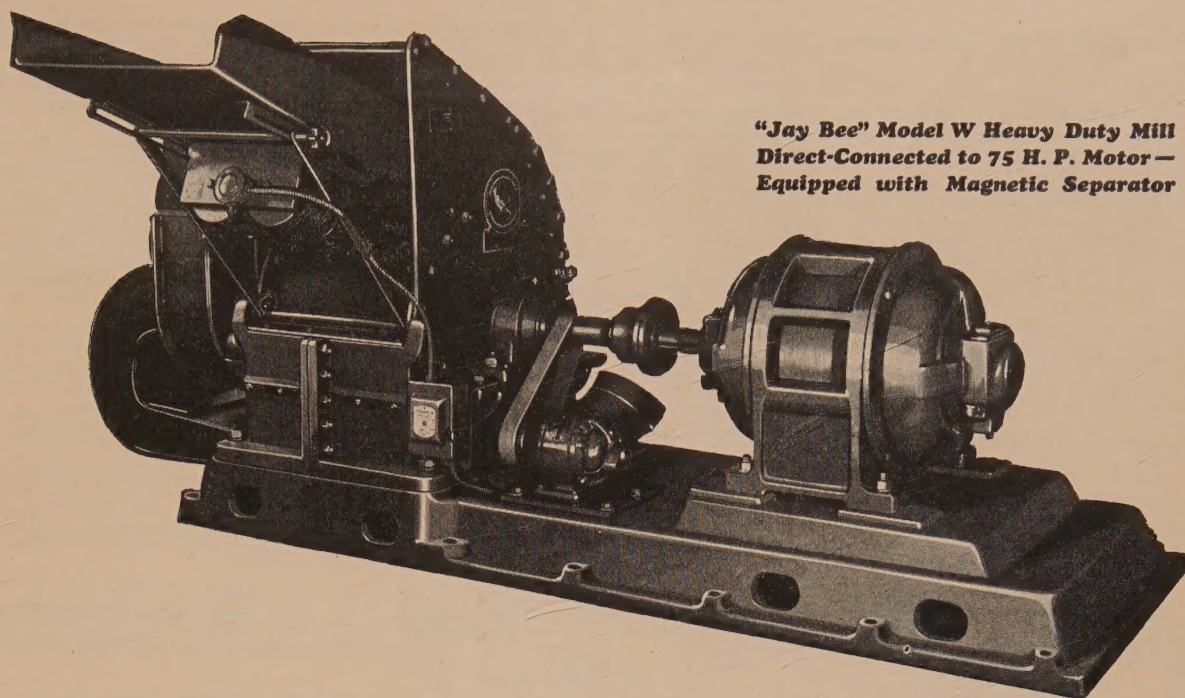
WE WANT LIVE SALES REPRESENTATION IN  
OUR OPEN TERRITORIES



Send for Bulletin  
No. 18-G

**THE GRAIN MACHINERY CO.**  
MARION-OHIO





**"Jay Bee" Model W Heavy Duty Mill  
Direct-Connected to 75 H. P. Motor —  
Equipped with Magnetic Separator**

# MORE SATISFIED USERS of "JAY BEE" Mills Than of All Other Hammer Mills Combined

In the milling field—more "Jay Bee" mills are in use today than all other makes of hammer mills combined. Truly a remarkable record.

Surely such popularity must be deserved.

It is a proven fact, notwithstanding statements and claims to the contrary, that the "Jay Bee" leads them all, in capacity and low cost operation. The "Jay Bee" will continue to lead them all, because the biggest hammer mill manufacturer — Bossert — builds the "Jay Bee"; and knows how. Bossert is the best equipped, has had the most experience; and gives you the most for your money in a hammer mill.

We have a size and style mill to meet any grinding and power requirement: from 12 H.P. to 100 H.P. for belt, tex-rope, and direct connected drives. Write for literature and complete details. Liberal time payments may be arranged.

Manufactured by the Bossert Corp., Utica, New York, the world's largest hammer feed mill manufacturers.

## Competition Sold Six 75 H. P. D-C "Jay Bee" Mills

A large feed manufacturer (name upon request) last fall tried four different hammer mills at the same time, on the same material, in a competitive grinding test. As a result of this test he bought the "Jay Bee"; a 75 H. P. Direct-Connected Model W "Jay Bee" mill. Today he is operating six 75 H. P. Direct-Connected Model W "Jay Bee" mills. This is an outstanding record of "Jay Bee" superiority — a record which has always been maintained.

**J. B. SEDBERRY, Inc., 76 Hickory St., Utica, N. Y.**  
**J. B. SEDBERRY CO., 819 Exchange Avenue, CHICAGO, ILL.**  
**JAY BEE SALES CO.** 442-444 Live Stock Exchange Bldg., Kansas City, Mo.  
311-312 Terminal Warehouse Bldg., Omaha, Neb.



## Retail Feed Stores in New York State.

A reasonably large volume of business appears as the most important factor for success in the retail feed business. This is among the conclusions of E. A. Perregaux in Bulletin No. 471, "An Economic Study of Retail Feed Stores in New York State," published by Cornell Agricultural Experiment Station, Ithaca, N. Y.

The study reported in this bulletin included in all 70 retail feed stores, of which 20 were co-operative and 50 were privately operated. Detailed records of the business operations of 47 of these stores were obtained, covering the year 1924.

The average net sales per store for the 47 stores were \$88,275.64, and the cost of the merchandise sold was \$77,993.27, leaving a margin of \$10,282.37, or 11.6 per cent of the sales. The expenses of operation were \$9,377.70 per store, or 10.6 per cent of the sales, leaving a net income of \$904.67, or 1 per cent of the sales. The average rate of return on the total investment was 8.7 per cent, or 13.9 per cent on the net worth of the owners.

There was little difference between the co-operative and the privately operated stores except that the latter obtained a larger gross margin and had larger expenses.

Salaries and wages constituted nearly half the

total expense. Interest, land, building and equipment costs, and bad debts, were the other important items of cost.

**Grinding.**—About half of the stores did some grinding of feed in addition to the usual merchandising business. These stores did a larger volume of business and had a much larger investment than the other stores. The stores that did grinding obtained larger gross margins but also had larger expenses than the other stores. The stores that did no grinding were slightly more profitable to the proprietors.

**Volume.**—A reasonably large volume of business appeared to be the most important factor for success in the retail feed business. Of the stores that did grinding, most of those having sales of \$100,000 or less for the year failed to pay expenses. Of the stores that did not do grinding, most of those with sales under \$60,000 lost money. All but two of the stores with sales exceeding \$60,000 made a profit. A relatively large volume of business permits of more economical buying, since more of the feed and other commodities can be purchased in straight cars.

In general, the larger stores had a lower ratio of expenses to sales. Both labor and capital were used more efficiently by the stores doing a large volume of business.

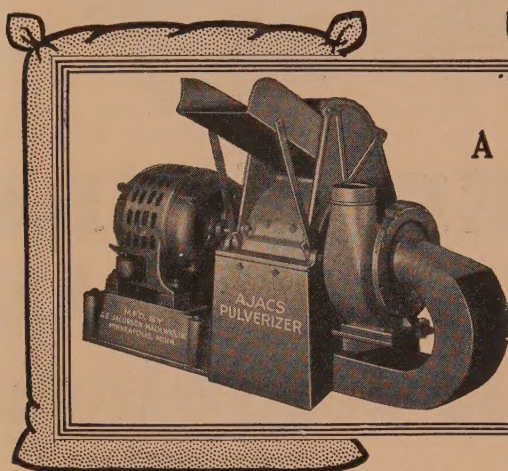
A convenient arrangement of the warehouse reduces the labor requirements in a feed store. Stores that are located on a railroad siding so

that labor-saving devices can be used for unloading the cars, have an important advantage over other stores.

Both co-operative and privately operated stores extended credit on a large percentage of their sales. Outstanding accounts and notes (not including those discounted at banks) constituted 36 per cent of the total capital of the co-operative stores and 44 per cent of the capital of the privately operated stores.

**Credits.**—About half of the customers' accounts were collected within a month, but many were permitted to run for a year or longer. The credit service constitutes an additional cost of doing business, which is taken account of only in part in the discounts offered for cash and in the interest charges on book accounts and notes.

**Economical buying** of feed and other merchandise is undoubtedly a very important part of the management of a retail feed store. Wide variations were found in the prices paid by different stores for the same kind of feed. These variations were due chiefly to differences in the time of buying. While there are no foolproof guides to the proper time of purchase, it is believed that advantage may be gained from the normal seasonal variations in the wholesale prices of some feeds, and by stocking up when a particular kind of feed appears to be low as compared with other feeds and in view of the present and probable conditions of supply and demand.



Jacobson  
GRINDERS

## A Patented Rasp-Like Self-Sharpening Cutting Plate

is but one of many features of the Jacobson Grinders which guarantee greater capacity than can be secured with any other machine. Jacobson Grinders are not only superior from the standpoint of capacities, but their construction—precise and rugged—assures smoothness of operation and long, trouble-free performance. Solve your feed grinding problems once and for all by installing a Jacobson Grinder! There is a model for every purpose in a long range of sizes, from 3 to 75 h.p.

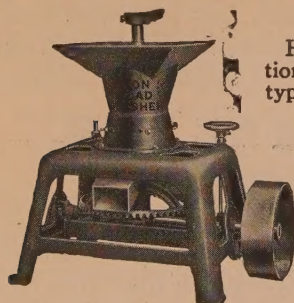
Write today for new booklets describing the "AJACS" and other Jacobson Grinders.

A. E. Jacobson Machine Works, Inc. 1088 Tenth Avenue, S. E., Minneapolis, Minnesota

Grinding Pays in Many Ways

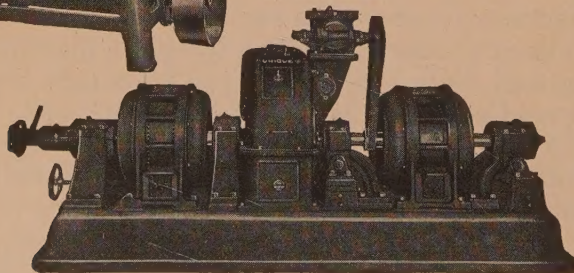
OF COURSE YOU HANDLE FEEDSTUFFS!  
BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.



## FEED GRINDERS

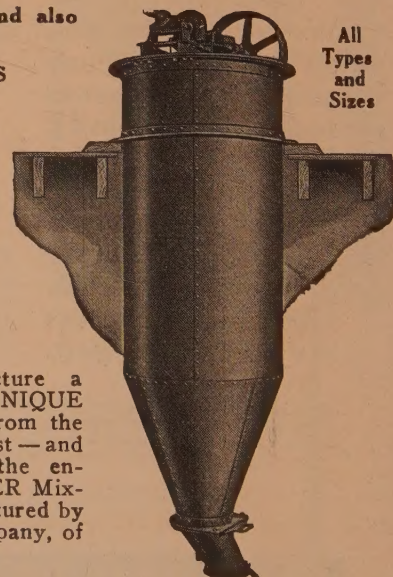
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small—the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All  
Types  
and  
Sizes

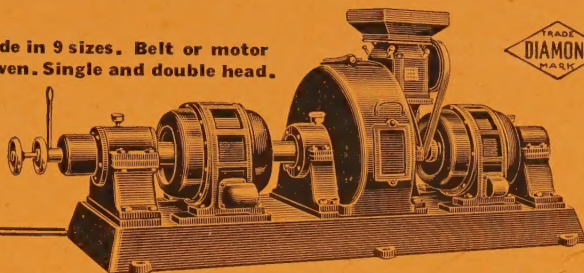
Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA  
CHICAGO OFFICE—222 W. ADAMS ST.



# The GRAIN DEALERS JOURNAL.

Made in 9 sizes. Belt or motor driven. Single and double head.



**"Had Increase in Business Since I installed your mill,"** — says Mr. John O. Renkes, proprietor of The Brandon Feed Store, Brandon, Minn.

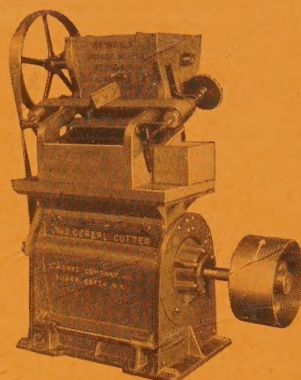
Select the DIAMOND when installing a Grinding Unit in your present mill. If you contemplate rebuilding, write us first.

**Diamond Huller Co., Winona, Minn.**

## THE VALUE

### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.



Its beautiful  
Appearance  
is what sells

**STEEL-CUT  
CORN**

**"Eureka" Corn Cutters**

Made STEEL-CUT Corn Famous



A "Eureka" Cutter will increase your business

Get Cutter Catalog No. 122

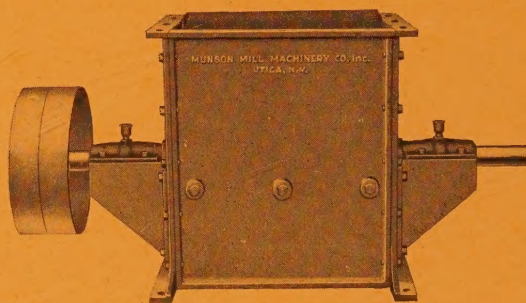
**S. HOWES CO., INC.**  
INVINCIBLE GRAIN CLEANER CO.  
SILVER CREEK, N. Y.

**EVER** busted your ear corn crusher on account of a piece of iron in the corn?

Then you will be glad to hear about the new Munson Ear Corn Crusher which is practically **unbreakable**. In the shop, we deliberately threw in pieces of iron and steel while the crusher was running full speed. The only effect was to stop the machine—hardly a dent made on the cutting knives.

Besides being practically unbreakable, the Munson crusher is moderately priced.

Isn't it worth investigating? Just pin the coupon to your letterhead and send it along.



**MUNSON MILL MACHINERY CO.**

Established 1825

UTICA, N. Y.

Attrition Mills

Ear corn crushers

Scalpers

Cleaning and Grading machinery

Batch mixers

Corn Cutters

Buhr mills

Agents for the

HOCKING VALLEY HAMMER MILL

Please send Ear Corn Crusher literature to

Name .....

Address .....



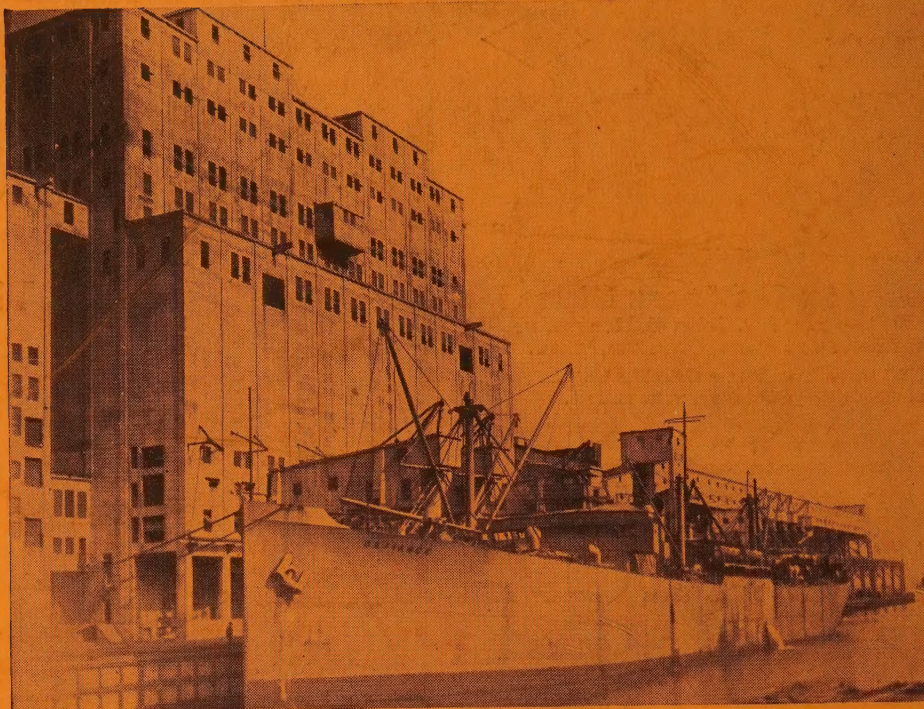


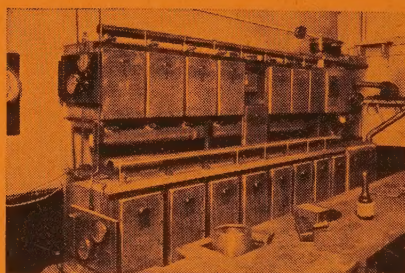
Photo shows Pennsylvania Railroad Grain Elevator, Canton, Baltimore, Maryland, completely equipped with Goodrich grain belt in 1920. All of the Goodrich belts are in excellent condition and Mechanical Superintendent Ayres states that the leg belts are good for 4 or 5 years more service and the conveyor belts 20 years.

## How Goodrich builds age-resistance into grain belts

**W**HERE belts for other purposes must be fortified against abrasion, edge wear, and other conditions, grain belts must be fortified *against time itself*. For only after years of service does a grain belt prove its economy.

Goodrich scientists spent sixteen years in special research to find a rubber compound that would resist the deteriorating effect of time. Entirely new formulations were developed, entirely new processes of testing. The friction rubber finally produced gives Goodrich grain belting a far greater resistance to deterioration. Goodrich grain belts keep their life and hold together long beyond the limit of an ordinary belt's service.

In many prominent installations, Goodrich grain belts are still in excellent condition after periods of ten, fifteen, and in exceptional cases, as high as twenty-eight years. Annual belting costs can be reduced, under normal operating conditions, by from 50 to 75 percent, by the use of Goodrich grain belts.



*How Goodrich Friction Rubber is tested for aging*

Photo shows "life ovens" in Goodrich laboratory. By fine adjustment of atmospheric conditions in heated chambers, samples of belt friction rubber, within a period of seven weeks, are subjected to approximately the same deteriorating influence that would result from 20 years of normal aging and oxidation.

### CARIGRAIN

*for horizontal belt conveyors*

Extremely pliable under all temperatures—an easy belt to install. Cover retains waterproofness for years—especially important in tunnel conveyors. No shrinking or lengthening under changing humidities.

### LEGRAIN

*bucket belt for grain legs*

Heavy duck resists tendency of bucket belts to pull. Holds together through long term of years. If desired, LEGRAIN belts can be provided with a rubber cover for use in bleacher leg service.

We will gladly send additional information on Goodrich grain belting. Write for catalogue 2700 to The B. F. Goodrich Rubber Company, Est. 1870, Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.) or fill in the coupon below.

# Goodrich



THE B. F. GOODRICH RUBBER CO. GDJ-4  
Akron, Ohio (in the West, Pacific Goodrich Rubber Co., Los Angeles, Cal.).  
Gentlemen: Please send me, without obligation to myself, catalogue 2700, on CARIGRAIN and LEGRAIN grain belting.

Name \_\_\_\_\_  
Firm Name \_\_\_\_\_  
Address \_\_\_\_\_  
Kind of service \_\_\_\_\_